Board of Trade Journal

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Volume 187, No. 3534 Published by Her Majesty's Stationery Office 11 December 1964

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VOLUME 187, NO. 3534, PAGES 1253-1312
11 DECEMBER 1964
PRICE 1*s.* 6*d.* NET, SUBSCRIPTION INCLUDING POSTAGE £4 12*s.* 6*d.*

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Front cover photograph

Looking east along Bourke Street, Melbourne, the capital of Victoria, towards St. Patrick's Cathedral. Bourke Street is the main retailing centre in the city, and most of the big department stores are located there. (*See page* 1255 *for new export drive to Australia.*)

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by HM Stationery Office, price 1s. 6d. (annual subscription £4 12s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; 39 King Street, Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

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Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editoral communications should be addressed to the Editor, *Board of Trade Journal*, Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of HM Government.

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Orders and remittances for reprints should be addressed to the Director of Publications (P.2), HM Stationery Office, Atlantic House, Holborn Viaduct, London. E.C.1. Cheques should be made payable to HM Paymaster-General.

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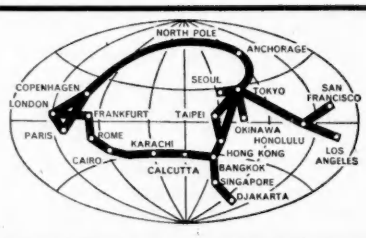

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Exporting to Australia

ANOTHER stage in the export drive to Australia, Britain's biggest Commonwealth market, began on December 8, when the Board of Trade's 'Export Service Bulletin' carried a special supplement containing twelve market surveys for products for which the sales prospects in Australia look particularly good. This is the curtain raiser to a tour beginning on April 26 next by six British Trade Commissioners flown home from Australia who will spend several weeks in this country discussing the prospects with interested firms in more detail. The Board of Trade's Regional Controllers (and in Northern Ireland the Ministry of Commerce) are now writing to the heads of 2,000 firms making goods covered by the surveys with an invitation to meet one of the Trade Commissioners. The twelve products are: Machine tools; scientific instruments, apparatus and materials; mining machinery; office and accounting machinery; textile machinery; printing machinery; ships' equipment; food machinery; agricultural machinery; construction plant; fine foods; fashion clothing and footwear.

Mr. M. J. Marshall, Principal British Trade Commissioner in Australia.

The surveys predict a steady growth in the demand for capital goods and other equipment used in industry as a result of Australia's rapid industrialization and the continuing discovery of new natural resources. An expanding population and a high standard of living bring new opportunities for consumer goods. The campaign, which is to be known as 'Australex', is a follow-up to the British Exhibition in Sydney last September and October which showed latest British machinery and goods of all kinds to thousands of potential buyers.

* *Further information regarding recent export opportunities in Australia can be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel.: City 5757 Ext. 433).*

Footwear is one of the products to be covered by 'Australex', the special export promotion exercise described on this page. Already a lively interest in the Australian market has been shown by British shoe manufacturers who in the year ended June 1964 supplied nearly 20 per cent of Australia's imports of footwear. This picture shows a display of British shoes during the British Week in Brisbane in April this year.

The 'Board of Trade Journal' is to publish an illustrated supplement (Trading with Australia) in February.

Recent export opportunities in Australia *

		File No.	Bulletin No.
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T.	Pumps and pipes	34507/64	233
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T=Tender EO=agency inquiry or source of supply inquiry

United Kingdom Trade with Australia

£'000

Major Items	1961	1962	1963	Jan.-Sept. 1963	Jan.-Sept. 1964
IMPORTS					
Meat and meat preparations	22,284	19,584	15,672	10,731	22,026
Dairy products and eggs	20,808	26,316	27,348	19,542	18,603
Cereals and cereal preparations	23,856	22,140	17,700	13,065	16,533
Fruit and vegetables	19,596	26,028	21,300	18,702	22,488
Sugar, sugar preparations and honey	10,992	11,916	26,460	20,955	21,621
Textile fibres, not manufactured and their waste	46,416	48,624	57,396	36,933	43,434
Non-ferrous metals	8,940	8,028	12,708	9,108	17,532
TOTAL IMPORTS	174,144	185,172	206,376	149,799	185,736
UK EXPORTS					
Textile yarn, fabrics and articles	21,084	22,584	18,780	14,349	15,546
Non-metallic mineral manufactures	6,444	6,864	6,756	5,109	5,547
Iron and steel	9,516	6,684	6,708	4,818	6,348
Machinery other than electric	45,600	47,520	53,904	40,659	42,975
Electrical machinery, apparatus and appliances	20,916	25,908	23,736	18,639	16,860
Transport equipment	25,212	38,700	47,892	36,741	37,941
TOTAL EXPORTS	201,108	228,432	235,704	178,089	189,384
RE-EXPORTS	1,920	2,256	2,112	1,626	1,461

Source: Report on Overseas Trade

Need for inquiry into shipbuilding industry

— Mr. Roy Mason

MR. ROY MASON, Minister of State (Shipping) Board of Trade, speaking at the Chamber of Shipping dinner in London on December 2 said that there was room for argument as to whether shipping fitted best into a department responsible for transport or to one which also had responsibilities for trade. Shipping as a service industry had many features in common with other forms of transport. On the other hand it was a service industry which was largely international in character and whose fortunes were linked permanently with the future of international trade. Except for a short interruption of 25 years, shipping had been the responsibility of the Board of Trade since the Act of 1850, which made the department responsible for the affairs of the Merchant Navy.

'It is a comfort to me to know that it was under the Board of Trade that shipping enjoyed one of its greatest eras of prosperity and that the greatest growth of our fleet took place and that the pattern of relations that exists today between industry and Government was established. I do not think you need fear that your interests will suffer as the result of the change of responsibilities within the Government,' added the Minister. 'Indeed, it will be my direct and prime concern to see that this does not happen.'

Continuing the Minister said that most shipyards had a good volume of work which would last well into 1965. But, thereafter, there was cause for anxiety which had been underlined by the substantial orders which had been placed abroad in recent months. The Government considered that there was a need for an inquiry into the shipbuilding industry and to this end they intended to set up a Committee which would submit recommendations on what needed to be done to make the industry competitive in world markets. The Government were pleased that the Shipbuilding Conference's immediate response to this decision had been to offer full co-operation with the work of the Committee. The Government hoped that British shipowners, who had always been the best customers of the British shipbuilding industry, would also give freely all the help and advice the Committee would need.

'You have had to face a prolonged depression in world shipping and, although matters have improved somewhat recently, I can well believe that you must regard the average return you earn on the capital you employ as being still far too low for comfort or even confident expansion,' said the Minister. 'You are faced with severe competition abroad and with far reaching changes both in technology and in the trades you serve. You are also facing the changes that have occurred in recent years in the attitude of governments towards international shipping and the threats that have developed towards the free flow of world trade. It is in these matters that the closest co-operation between Government of this country and the shipping industry is so essential. Some of the difficulties facing you can only be resolved by help from the Government although there may be differences of view on the form this help should take.

'On the other hand some of the difficulties can only be resolved by your enterprise and resolution. The Government fully recognizes the difficulties confronting you. In the international sphere it will be our objective to maintain and develop the unity of views and purpose which exist among the major maritime nations. In this you have already played an important part in your efforts to secure a measure of common understanding at the international commercial level. In the domestic sphere, one of the most important questions is the need for new research and development in the face of the technical challenge of the future. Your Chamber of Shipping has already recognized this and I am confident that collaboration between the Government and the industry, if properly directed, will produce valuable results.'

The Minister said that anything the Government could do to help would not have a decisive effect on the future of the industry unless the industry were prepared to help themselves. Public relations was, he believed, of fundamental importance to any industry which had such far reaching relationships both at home and abroad. 'Does the world today, and particularly the developing countries, know of the services which British shipping can provide and the contribution these services make to well-being? I think this is a question of great importance from your standpoint because it is asking too much of human nature to expect traders throughout the world, worried about their exports, to recognize spontaneously the value of your services and the very real benefits they would promote.'

Concluding he said that in whatever way we looked at our problems, the most important thing was to get our priorities right. One thing that was abundantly clear was that the health of the shipping industry depended upon the continued expansion of world trade. This in turn depended upon the efforts of all trading countries to reduce barriers and protective measures which deterred trade. The import surcharge which we had to impose was strictly a short-term and temporary measure to help our very serious balance of payments position. It in no way represented any retreat from the Government's policy of pressing on with the longer-term international efforts to secure wider opportunities for expanding trade.

Minister to visit Swedish shipyards

MR. ROY MASON, Minister of State, Board of Trade, with special responsibility for the shipping and shipbuilding industries, is to make his first visit to shipyards abroad when he visits Gothenburg, Sweden, from December 20-22. The Minister has already visited shipyards in the United Kingdom on Merseyside, at Southampton, on the Humber and Ouse, in the North-east and on the Clyde. The purpose of his visit to shipyards in Sweden is to see conditions for himself, to compare production methods with those in the United Kingdom and to have talks with representatives of the shipbuilding industry.

The Government are currently considering the terms of reference and membership of the independent Committee of Inquiry into the shipbuilding industry which the Prime Minister announced on November 20 is to be set up to establish how the industry can best be equipped and organized to make it fully competitive in the world conditions of today, and what action can be taken by management, trades unions and the Government to this end.

Mr. Roy Mason's three salient points for tourist industry

THREE FUNDAMENTAL reasons important to tourism and travel were given by Mr. Roy Mason, Minister of State (Shipping) Board of Trade when he addressed the meeting of the Executive Committee of the International Union of Official Travel Organizations in London on December 3. They were (1) 'The more the people living on this globe, who are necessarily brought into increasingly intimate contact by the rapid development of travel facilities, travel around and meet each other, the more they will come to understand each others' outlook and way of life'. (2) 'Travel provides not only pleasure but instruction and education to those who are able to indulge it.' (3) 'The tourist trade is of increasing significance to the balance of payments of a great many countries, including mine.'

The Minister said that the official tourist organizations of the world must compete among themselves, since nationally their objective was to attract to their countries the maximum number of visitors from other parts of the world. But international co-operation was vital if world travel and tourism were to continue to expand with ever-increasing momentum, and he heartily commended the work they had done and continued to do to break down travel barriers, to discourage and dismantle restrictions on movement and to standardize travel formalities. As living standards throughout the world rose, more people would travel outside their own countries so that, provided restrictions on movements were kept to a minimum, there was bound to be a rapidly expanding market for the various national organizations to tap.

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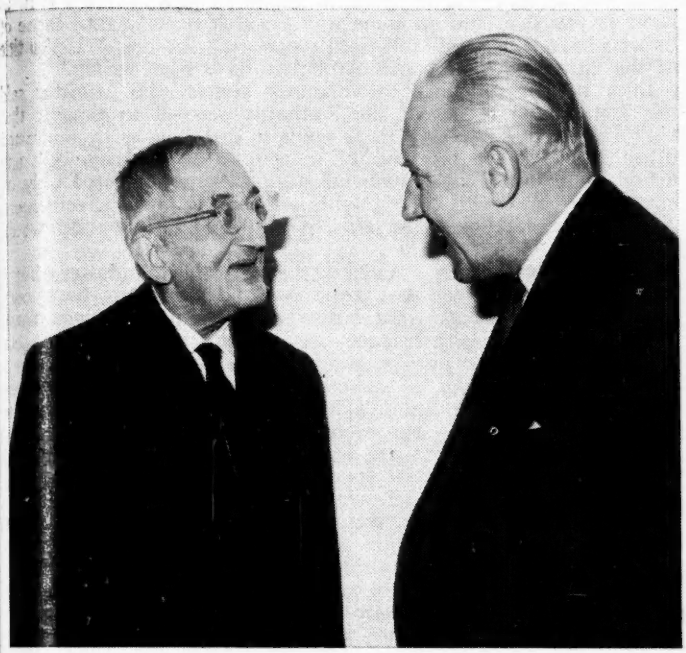
MISSION LEADER'S MEETING WITH MINISTER



Dr. Ferdinand Heine (left) President of the Stuttgart Chamber of Commerce and leader of the Trade Mission from Stuttgart to the United Kingdom, seen during the talks he had with Mr. E. C. Redhead, Minister of State (Overseas) Board of Trade. The Mission led by Dr. Heine was invited to Britain by the London Chamber of Commerce which had sent a Mission to Stuttgart in March this year.

Mr. E. C. Redhead at International Wool Study Group

'THIS COUNTRY has had a direct and lively interest in the trade in wool and wool products for centuries' said Mr. E. C. Redhead, Minister of State (Overseas), Board of Trade when he spoke at the opening of the eighth session of the International Wool Study Group in London on December 7. HM Government are acting as hosts to the Group.

Continuing the Minister said, 'In the course of time we have changed from being a great exporter of raw wool to being a great importer – but we still remain in the wool export business. We head the league in the export of tops and head the league by value in the export of cloth. We also export large quantities of waste and yarn. These exports go to all parts of the world – to 160 different countries. Wool and wool textiles are, in fact, our sixth largest export. We feel, therefore, that it is particularly fitting that the International Wool Study Group should feel at home in London.

'The Government have the keenest interest in closer contact between the producers and users of raw materials and in fostering an appreciation by each of the other's aims and difficulties,' he said. 'The efficient collection and use of statistical information, and the discussion of deductions from it, were of fundamental importance in enabling industry to do an effective job. Your provisional agenda, which I have studied, shows that wool producers and users alike are in this respect very much abreast of the times. I see also that the Study Group recognizes that though it has made constant progress in its statistical work, there is plenty of room, and an urgent need, for further improvement. I am sure that every member of the Group will wish to co-operate in this work.'

Election of Officers

The following officers were elected to the Group: Mr. M. M. Ord Johnstone, chairman of the Session; Mr. D. H. McKay and Monsieur M. Y. Coppieters't Wallant, vice-chairman; and Mr. F. S. Arthur was elected chairman of the Statistics Committee.

Countries represented were: Afghanistan, Argentina, Australia, Austria, Belgium, Canada, Chile, Cuba, Denmark, Finland, France, Federal Republic of Germany, India, Iran, Iraq, Ireland, Israel, Italy, Japan, Lebanon, Mexico, Netherlands, New Zealand, South Africa, Spain, Sweden, Turkey, United Kingdom, United States, Uruguay.

The following organizations sent observers: Commission of European Economic Community, Commonwealth Economic Committee, Food and Agriculture Organization, General Agreement on Tariffs and Trade, International Bank for Reconstruction and Development, International Wool Secretariat, Organization for Economic Co-operation and Development.

Minister to visit the Midlands

MR. E. C. REDHEAD, Minister of State (Overseas) at the Board of Trade with special responsibility for exports, will visit the Midlands on December 15 and 16. The Minister will visit prominent manufacturers of motor vehicles and accessories, furniture and metal smallwares. He will also take the opportunity to meet the Board of Trade Regional Controller for the Midlands and those of his staff concerned with export problems.

In addition to the visits, the Minister will attend a reception given by the Regional Controller at which he will meet a wide variety of people concerned with exports. He will also be the guest at dinner of the Birmingham Chamber of Commerce.

The Minister has already made similar tours in Scotland and the South-east.

Government to put economy plan to NEDC

THE National Economic Development Council met on December 2 under the chairmanship of Mr. George Brown, First Secretary of State. The following statement was issued: 'The chairman emphasised the need to put drive and resolution behind the work of forward economic planning. In this work – the objective of which was determined action to enable faster growth to be achieved and sustained, managements and unions represented on the National Economic Development Council would have an essential part to play. The Government was carrying out an urgent review of all aspects of the economy. An outline plan would be put before the Council in the spring and the full plan including industrial detail was expected to be completed by the summer.

'The Council welcomed the chairman's statement. It was agreed that inquiries should be pressed on with through the Economic Development Committees, and in other ways, as to what is involved for industry – in investment, manpower, rising exports, and competitiveness with imports – in a growth rate of 4 per cent to 1970.

'The Council approved arrangements for expanding and developing the work of the Economic Development Committees.

'The Council also considered a report from the Director-General on better ways of assessing the return from industrial investment. The question is important in view of the need to encourage industry to invest wherever necessary in improved plant and machinery. The Council agreed to refer it to the Economic Development Committees for an industry-by-industry examination. It decided that in the meantime a preliminary paper on the subject would be published at an early date.'

Mr. C. M. P. Brown appointed a Second Secretary, BoT

IT WAS announced on December 3 that Mr. C. M. P. Brown, CMG, at present an Under-Secretary, Board of Trade, has been appointed to be a Second Secretary in the department.

Mr. Brown is 50 and has been an Under-Secretary, Board of Trade, since 1961. He was educated at Wanganui College; Victoria University College, New Zealand; and Clare College, Cambridge. He entered the Board of Trade in 1941 and was principal Private Secretary to the President from 1946 to 1949. He served with the Monopolies Commission from 1951 to 1955 and as Counsellor (Commercial) in Washington from 1955 to 1957.

Important role of advertisers in UK's export programme

— Mr George Darling

'ADVERTISING of goods and services is an essential feature of a modern, competitive trading economy. Indeed, advertising in its widest sense has an essential rôle in a free society,' said Mr. George Darling, Minister of State (Home) Board of Trade, when he spoke at the annual council dinner of the Institute of Practitioners in Advertising in London on December 1. The Minister said that it was through advertising of one kind or another that industrialists, traders – even publishers, film makers and television operators, football clubs and sports promoters – informed the public of the goods or services they were offering, and the customer could not exercise his or her freedom to choose unless the public was fully informed of what was available.

Advertising, however, he added, had a second function, and that was to persuade people to buy things. It was this aspect of advertising that came in for criticism and evoked demands that it be controlled in some way. 'But it is extremely difficult, if not impossible, to decide where an informative advertisement ends and a persuasive advertisement begins. Indeed, in many fields it is clearly a good thing to encourage people to buy goods which brighten their homes and bring increasing satisfaction into their lives. In one of the Parliamentary debates on this subject I said that advertising could be divided into three groups or grades. There is the honest, straightforward informative advertising at one end – which usually contains a perfectly legitimate element of persuasion – and at the other there is the utterly misleading advertising which all of us condemn and are determined to prohibit. And in between there is a sort of grey area, neither black nor white, covering questionable, but not harmful, advertisements, where over-persuasion takes the form not of gross exaggeration or unjustifiable claims, but of an excessive use of adjectives and often a complete absence of verbs.

'Our real concern is with misrepresentation – with false and misleading advertising,' continued Mr. Darling. The Labour Party had promised to introduce legislation to make misleading advertising a legal offence punishable in the Courts. In fulfilling this intention the Government had decided to follow the Molony Committee's approach for two good practical reasons: firstly, the preparations for a far-reaching revision of the Merchandise Marks Act were well under way, and secondly, as anyone who had read the Queen's Speech could clearly see, there was not much chance of squeezing an advertising Bill into this Parliamentary Session. 'In any event, the Molony recommendations, broadly speaking, appear to us to be the most useful and effective basis for new legislation. Moreover, the necessary consultations with what are officially known as "interested parties", including the Institute, have produced some valuable comments which we need to look at.

'I know that the Institute is keen to act against dishonesty and malpractices and we have your support: but with this proviso – which we accept – that the voluntary efforts of the industry itself to impose good standards shall be fully supported. Here we come back to Molony again, for we do not want to bring in all the processes of the law against advertisers whose offences are really border-line cases of over-persuasion, and whose errors can be more easily corrected by a system of voluntary control. In any case, when you get beyond the obvious cases of deception which can be judged by objective criteria, statutory rules are very difficult, if not impossible, to apply.'

He said he agreed with the Molony Committee that the sort of voluntary control system now operating was, in most cases, desirable if it could be made to work – and if it could be seen to work.

'My general view, therefore, is in agreement with the Molony Committee's – that you should be given time to prove that you can do the job yourselves by voluntary control. I think legislation that goes beyond misrepresentation of fact, which can be assessed objectively, would be quite difficult to frame: rather slow, cumbersome and expensive to operate; and, in the end, probably not as effective as a really efficient voluntary system. But if you can't make the voluntary system really efficient – and make it seem to be really efficient – then in my view legislation is the only alternative; so I would urge you to make as much progress as you can, as soon as you can, and go some way towards proving that those of us who have continually criticized the word "Authority" in the title of the Advertising Standards Authority have been wrong.'

In a further reference to voluntary control the Minister said the first annual report of the Authority seemed to suggest that they waited for complaints to be made to them, either by interested organizations or by members of the public before they took any action on doubtful advertisements. If the Authority acted only on complaints it would, he thought, weaken its own effectiveness. A wider investigation of advertising by the Authority itself would be useful.

'So far I have been criticizing the advertising industry, but I hope you will consider that my views and comments have been constructive and helpful – for I now want to appeal to you for a great deal of practical assistance – not just for the Government, but for Britain. Whatever one's views may be about the political events of the past month, it is universally agreed that our economic difficulties stem from Britain's low level of exports. This is the underlying weakness in our economy. We are trying to maintain standards of living which are far too dependent on imports, and we are not selling sufficient goods abroad to pay for them.

'I don't need to stress the urgent need for a big and continuous expansion of overseas sales. We are doing everything we can to get a bigger industrial production with less waste of manpower and the better use of modern techniques. But we've got to sell the goods we make and sell them all over the world. And that means salesmanship, and this is where we need the active help of advertising agencies. Many that are represented here have overseas connections. We want you properly to exploit them, for advertising and salesmanship are the twin essentials of any export promotion,' he said. 'We don't underrate your problems. You've got to persuade your manufacturing clients to spend more money. Far too much export advertising is under-financed.'

The Minister said that too often reports from our Ambassadors and High Commissioners overseas drew attention to the impression that our competitors – the Germans, Japanese, Italians, Americans and Scandinavians – advertised their own wares to a much greater extent than British firms did. This must be put right. 'In my former career as an industrial reporter I reckon I have been inside most of Britain's industries, and I have frequently noticed how first-class industrialists fail to measure what goes on beyond the factory gate. They would never dream of using the wrong tool on a particularly delicate job inside the factory, but when it comes to gauging delicately the strength and value of a fertile market, the methods they use are unbelievably clumsy.

'Of course, export promotion can be costly, and there often isn't much profit in it either for the advertising agencies or the industrialists. What with market research, translations and travel – and possibly, may I say it, sharing fees – the account may seem to be not worth the trouble. But, one way or another, preferably by making it really profitable, British industries have got to step up their exports. Exporters responding to the pressures and inducements will need agencies to guide them through the competitive jungle of overseas trade.'

Concluding, the Minister said that much was being done already in activities which frankly did not get enough support from exporters and advertisers – British Fairs overseas, British Weeks, associated with displays of British goods in local stores, and prestige advertising in local newspapers. There was a mine of commercial information from all over the world in the Board of Trade's Export Services Branch. Then there was the Central Office of Information which sent out commercial and technical material daily to 70 countries. 'We are one of the most advanced countries in the world in advertising, and surely we can find the way to harness all this ability and experience to support our exports expansion.'

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

OECD Ministerial meeting

MR. JAMES CALLAGHAN, Chancellor of the Exchequer, Mr. Douglas Jay, President of the Board of Trade, Mrs. Barbara Castle, Minister of Overseas Development, and Mr. Anthony Crosland, the Minister of State for Economic Affairs, attended the meeting of the Ministerial Council of the Organization for Economic Co-operation and Development in Paris on December 2 and 3. At the end of the meeting the following communique was issued.

'The Ministerial Council of the OECD met in Paris on December 2 and 3, under the chairmanship of the Honourable Joseph Luns, Minister of Foreign Affairs of the Netherlands, and reviewed the economic situation of its Member countries and their economic relations with the rest of the world. Japan participated for the first time as a Member.

'For the years 1960–1964, the increase of the gross national product for the OECD countries taken together has been roughly in line with the target of 50 per cent growth for the decade. Though there has been some slowing down in the rate of expansion in various European countries and Japan, the prospects for economic growth in 1965 for the OECD areas as a whole seem to be good. In certain countries such as Italy, encouragement for investment should now be contemplated.

'However, inflationary tendencies have made themselves felt in a number of Member countries. Their present policies designed to control these tendencies will have to be continued in order to prevent inflation spreading. Developments during the last year indicate that in working towards the growth target it will be necessary to devote great attention to policies designed to maintain stability.

'It is therefore important that monetary incomes should be kept within the limits that productivity permits. An important condition for this is that demand should not be too high.

'The attainment of economic growth without inflation can be facilitated by an active manpower police that promotes the best utilization of human resources. Likewise further changes in agricultural policies shifting emphasis from price support to support of structural reforms and regional development would permit gradual transfers of manpower into expanding industries and services while allowing higher incomes to those remaining in agriculture. In this respect, due regard should be given to the social consequences arising out of the transformation process.

'Apart from the United Kingdom the international payments positions of the OECD countries have been brought into better balance. Italy's large deficit has turned into a surplus, while the surpluses of France and Germany have been reduced, as has the deficit of the United States.

'Problems remain. The United States must continue to reduce its balance of payments deficit. The large deficit of the United Kingdom, though partly due to temporary factors, gives reason for concern. It calls for economic policies designed to bring about a lasting improvement in the United Kingdom's external financial position. The situation will be kept under close examination in the Organization. Ministers noted the series of measures which had already been decided upon. They further noted the temporary character and non-discriminatory form of the import surcharge and that the United Kingdom Government was firmly resolved to reduce it in a non-discriminatory manner and abolish it at the earliest possible moment.

'The Ministers noted with satisfaction that the Organization will undertake a special study of the balance of payments adjustment process and play an active role in the multilateral surveillance of means to finance imbalances, as requested by the ten countries parties to the General Arrangements to Borrow.

'The Ministers directed the Organization to continue its efforts to stimulate activity to improve the capital markets of Member countries of the Organization. They considered that increased effectiveness of capital markets was especially important for facilitating the financing of economic growth and for contributing to balance of payments equilibrium.

'The Ministers reviewed the situation of the two Consortia for aid to Greece and Turkey. Greece has recently submitted a new request for financial assistance and there should now be renewed activity by the Consortium. While the Consortium for Turkey has provided substantial external aid in support of Turkish development, the financing of such development will require increased efforts by the interested Members of the OECD and by the Turkish authorities to strengthen the efficiency of the economy. The Consortium is currently studying new proposals for achieving its goals in the coming years.

'The Ministers reviewed the situation after the United Nations Conference on Trade and Development. They instructed the Organization to continue its work in analyzing the trade, financial and other development problems raised during the Conference and co-ordinating Member countries' efforts to formulate constructive policies designed to further the economic expansion of the developing countries.

'The Ministers noted a continuing though moderate increase in the development aid provided by member countries in 1963 and the geographic broadening of aid by donor countries. The total of new commitments, however, has been stagnating in recent years and there is a need for a renewal of the upward trend in this field.

'Moreover, too large a part of the financial resources flowing to some less-developed countries has been in the form of short and medium term credits. For this and other reasons, the rapidly growing debt service burden of such countries gives reason for concern.

'The Ministers instructed the Organization to continue, in co-operation with other international organizations, its studies of the debt burden and other financial problems affecting economic development. It should also encourage Member Governments to increase the flow of aid, on better terms, taking into account the need for aid in the light of the ability of developing countries to mobilize and use effectively their own and foreign development resources.

'The Ministers also agreed on a decision giving guide-lines to the work of the Organization in the coming year.'

Anglo-Bahrain Trade Mission

A BRITISH TRADE MISSION, sponsored by the Council for Middle East Trade, has just completed a visit to the Lebanon and a number of states in the Arabian Gulf. The leader of the Mission was the Earl of Inchcape, chairman of the Council for Middle East Trade, who told businessmen in Bahrain, one of the countries visited by the Mission, that its aim was to obtain an up-to-date picture of the state's economy and to learn what possibilities there might be for increasing the flow of trade between Bahrain and Britain. He said that the Mission wanted to keep British techniques, enterprises and experiences on the map in Bahrain and to express to the Bahrain business community the value that the Mission placed on Anglo-Bahraini trade.

On his return to this country the Earl of Inchcape said that all the members of the Mission had been particularly impressed by the considerable expansion in Bahrain, particularly of the social and public services provided by the Bahrain Government. Of major interest was the Bahrain new town project, which is being undertaken by a British firm in co-operation with a Bahraini company. The Earl of Inchcape said that the Mission had visited the site of 'Isa Town' which was, he believed, one of the most ambitious re-housing projects ever undertaken in the Middle East and which reflected considerable credit on the Ruler and Government of Bahrain.

A1 at Lloyd's

SINCE 1765 the expression 'A1 at Lloyd's' has been used as the highest mark of esteem for any of the world's ships. Lloyd's Register of Shipping has used this method of showing the physical condition of ships in every edition of its famous Register since then.

At a reception on December 4, Lloyd's Register handed over on permanent loan to the British Museum its own unique set of early volumes of the Register. These cover the years between 1764 and 1833, and nearly complete the Museum's existing set which begins in 1834. The set is of great value to scholars interested in the history of ships and shipbuilding, in the voyages made by individual ships, and in the men who sailed in them.

Not all the volumes now handed over have always been in the possession of the publishers. An appeal through the press in 1962 for 45 missing volumes resulted in 31 of them being traced. A further five volumes of the 'red book' (for 1799, 1803, 1807, 1808 and 1817) and nine volumes of the 'green book' (for 1767, 1772–5, 1777, 1785, 1788 and 1817) are still missing from the set and it is hoped that further publicity may result in the discovery of copies for these years.

The Gregg Press has produced for sale a photolitho reprint of all the volumes in the set, and has presented a copy to the British Museum so that wear and tear through handling the unique original copies may be reduced to a minimum. The Gregg Press intends to present a copy of all its future reprints to the British Museum in order to help preserve unique and valuable originals.

BNEC tackles question of improved exports

RECENT ACTIONS taken by HM Government affecting exports were considered at the second meeting of the British National Export Council in London on December 1. This was announced in a statement following the meeting. The statement after dealing with the temporary surcharge on imports continued: 'This makes it more essential than ever to intensify the overall export effort and the Council reaffirmed their determination to do their utmost to achieve this. A priority was determined for examining improvements in the existing methods and the possible introduction of new methods.

'The Council were unanimous that the best method of achieving improvement was to ask companies already well established in the export field to increase their efforts. A personal approach is to be made by Sir William McFadzean, Chairman of BNEC. to the various companies.

'The Council attach great importance to the challenging task of encouraging and assisting companies who should be exporting to do so. The factors which may be preventing them from exporting are being re-examined and urgent investigations are being made into several new proposals. Consideration was given to action helpful to exports which might be taken by Government departments and nationalized industries as regards specifications and purchasing policy and credit and finance facilities. On transport the Council were of the opinon that Government action was necessary on the problem of delays at the docks. Both delays and costs were imposing a handicap on our exporters.

'In the meantime the Export Council for Europe and the Council for Middle East Trade are intensifying their efforts, and the recently formed Committees for Exports to Canada. USA and Latin America respectively are rapidly getting into operation. These are all vital constituent parts of the BNEC operation and following the recent formation of the Commonwealth Export Council which will be closely interlocked with and operated as part of the BNEC, further area committees are in course of formation and will be announced in due course.'

BNEC – Changes in membership

THE BRITISH NATIONAL EXPORT COUNCIL announce that they have accepted with deep regret the resignations of Lord Nelson of Stafford and Sir Denning Pearson to allow these two men to serve on the Advisory Council on Technology and National Economic Development Council respectively as they are particularly fitted to do. The Council announce with pleasure that Mr. David Brown, Chairman ofthe David Brown Corporation, has accepted their invitation to become a member.

Cutlery and Stainless Steel Levy

COPIES of the Cutlery and Stainless Steel Flatware Industry (Scientific Research Levy) (Amendment) Order, 1964 (S.I. 1964, No. 1900) which comes into force on January 1, 1965, are now obtainable from HM Stationery Office, Kingsway, London, W.C.2, or through any bookseller, price 3d. each, by post 5½d.

This Order increases by one-third the rate of levy imposed by the Cutlery and Stainless Steel Flatware Industry (Scientific Research Levy) Order, 1962, for the purpose of financing scientific research by the Cutlery and Allied Trades Research Association.

Dealers in securities

THE FOLLOWING changes have taken place during November in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Prevention of Fraud (Investments) Act, 1958:

Licensed Dealers

Insert:	Stanhope Finance Ltd., 18 Skipton Street, Morecambe & Heysham.
Insert:	Corporate Securities Ltd., 67/68 Jermyn Street, St. James's, London, S.W.1.
Delete:	*Raphael H.O.*, Howard Oscar Raphael, 67/68 Jermyn Street, St. James's, London, S.W.1.

Exempted Dealers

Insert:	New York London Trustee Co. Ltd., Shell House, 55 Bishopsgate, London, E.C.2.
Change of Address:	London Security & Trustee Company Ltd.
Delete:	79 Lombard Street, London, E.C.3.
Insert:	118 Old Broad Street, London, E.C.2.

Imports of cigars from the Dollar Area

THE BOARD OF TRADE announced in Notice to Importers No. 1090, dated December 8, 1964, that the quota for imports of cigars from dollar sources other than Cuba in the calendar year 1965 will be repeated at £50,000 c.i.f., of which not more than £30,000 c.i.f. will be available for hand-made cigars.

Applications for licences from traders who received licences under the corresponding arrangements last year (Notice to Importers No. 1059, dated January 7, 1964) should be accompanied by a return of imports in the following form:

'The value of cigars originating in and consigned from the Dollar Area other than Cuba (as defined in paragraph 6 of Notice to Importers No. 1090) which were cleared through Customs by me/us acting on my/our behalf or by a clearing agent acting on my/our behalf from January 1, 1964, to date was £..... c.i.f.

Firm orders placed for delivery against my/our present licence, but outstanding at this date, total £..... c.i.f.

Signature .....

Date ..... Status .....

(Owner, partner, company director or secretary).'

It may again be possible on this occasion to admit a limited number of newcomers to the quota, and applications will be considered from traders who can give evidence of an interest in the cigar or tobacco importing trade.

Applications on Form ILB/A (or TIP/A) should be sent to reach the Board of Trade, Import Licensing Branch, Hillgate House, Old Bailey, London, E.C.4, not later than December 31, 1964. Page 1 of the application should be completed and page 2 left blank; on page 3 and copies, only the applicant's name and address and the description of goods (cigars) should be entered.

All applicants for licences should in addition state in a covering letter the total c.i.f. value required and also how much of their requirement they would wish to use for hand-made cigars.

The Dollar Area, excluding Cuba, comprises: Bolivia, Canada, Colombia, Costa Rica, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States of America, Venezuela.

BEC conference on 'Training and Education'

AT THE annual dinner of the British Employers' Confederation in Eastbourne on the occasion of the organization's conference on 'Training and Education' on December 3, Mr. Michael Stewart, Secretary of State for Education and Science, said that the old concept of two types of education, 'liberal' and 'vocational', would no longer serve. We were trying to built a society in which everyone would work and would have leisure to enjoy, and in which increasing numbers would, he hoped, play some part in the government of their country. Mr. Richard Marsh, Parliamentary Secretary, Ministry of Education and Science also spoke at the dinner. Among the speakers at the conference was Mr. Ray Gunter, Minister of Labour.

COI and industry discuss UK publicity in US

REPRESENTATIVES of ten firms attended a meeting held at the Central Office of Information on December 1 to discuss exporting to the United States and to study the Government publicity services which are available to them. Mr. R. A. Mountain, chairman and managing director of Photronic Controls Ltd. – a Surrey firm specializing in photo-electric and electronic controls – said after the meeting that publicity for British industry was vital in American and other markets.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal ***under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the*** Export Service Bulletin, ***which is published by the Export Services Branch of the Board of Trade.***

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

THURSDAY, DECEMBER 3

Clearing of derelict sites

The President was asked what steps he intended taking to speed up the clearing of derelict sites, especially in areas of high unemployment.

Mr. George Darling, Minister of State (Home), Board of Trade, replied: 'The President is reviewing the use which is made of the Board of Trade's powers under the Local Employment Act 1960 relating to the clearance of derelict sites. There has been a marked increase in the number of schemes put forward by local authorities in the development districts since the rate of grant was increased last year.'

Development districts

Asked what consideration had been given to the bringing of new industry to the Linwood area, the Minister of State (Home) said it was the Government's policy to encourage the introduction of new industry in all the development districts, including the district of which Linwood was a part.

N.E. Scotland-Scandinavian trade

The President of the Board of Trade was asked if he would state his plans for increasing trade and transport between the north-east of Scotland and Scandinavia.

Mr. E. C. Redhead, Minister of Trade (Overseas) replied: 'The Scandinavian countries are members of EFTA and have shared fully in the development of trade with all parts of the United Kingdom, including Scotland, which has resulted from the establishment of the Association and which we shall do everything possible to promote. We are encouraging the links between Scotland and the EFTA countries. The EFTA Ministerial meeting in July this year was held in Edinburgh.' He added that the Minister of Aviation had recently announced an increase in the number of SAS flights via Prestwick between Scandinavia and the United States; HM Government welcomed and supported the Mission which the Scottish Council was sending to Denmark in the spring of 1965, and would, of course, encourage Scottish industries to play a full part in the British Trade Fair in Oslo in 1966.

United Kingdom exports and 15 per cent surcharge

The President was asked what countries had raised their tariffs against goods imported from Great Britain since the imposition of the 15 per cent surcharge. In reply the Minister of State (Overseas) said that no country had raised its tariffs against goods imported from Great Britain as a consequence of the imposition of the temporary import charge.

Export delays at London docks

Asked what representations he had received about the effect on exports of delays in shipments through the London Docks, and what reply he had sent, the Minister of State (Overseas) said:

'The President has received numerous representations from individual companies and from industrial and commercial organizations. He has replied that he is concerned about the effect on exports of delays at the docks, and that he is working closely with the Ministers of Transport and Labour to find a solution.'

Export targets

In reply to a questioner who asked what proposals there were for setting up export targets for individual industries, and if he would assist the formation of Trade Export Councils on the lines suggested by the Eastern Regional Board for Industry in March 1961, the Minister of State (Overseas) said that there was no proposal at present to set export targets, although the export potential of different industries would be taken into account in the economic development plan. The President would welcome the creation of more export groups, but the initiative must largely come from the industries concerned.

Direction of industry to D.A.'s

The Minister of State (Home), in reply to a question concerning plans for directing light industry to development areas such as Banffshire, said that there were no powers to direct industry to the development districts. But the Board of Trade would continue to encourage suitable projects to set up in the areas where the Local Employment Acts facilities and the fiscal concession of free depreciation applied.

FRIDAY, DECEMBER 4

Three N.E. areas not development districts

Asked when he expected to bring the areas of Ashington, Newbiggin, and Morpeth local authorities in the county of Northumberland into the North-east development area in order to enable them to share in the benefits and attract industry urgently needed, the Minister of State (Home) said that the unemployment situation in these areas would not justify scheduling them as development districts. But they are keeping the list of development districts under review.

MONDAY, DECEMBER 7

Location of new industries

The President was asked whether he would hold discussions with the Minister of Labour on questions of location of new industries, and especially on the needs of those areas which are suffering from a continued diminution of population. In reply the Minister of State (Home) said that in considering the location of new industries the Board of Trade kept in close touch with the Ministry of Labour and other interested Departments. Priority must be given to the needs of the development districts and Northern Ireland.

Imports and 15 per cent surcharge

The Minister of State (Overseas) gave the following information in reply to questions concerning the value of imports over a 12-month period, from India, Pakistan, Malaysia, the Caribbean, and Africa, and the proportion of these imports he estimated would be subject to the 15 per cent surcharge—*India*: £137.2 million for the period November 1963 to October 1964, and 25 per cent. *Pakistan*: £28.1 million for the period November 1963 to October 1964, and 23 per cent. *Malaysia*: £50.8 million for the period November 1963 to October 1964, and 9 per cent. *Caribbean area*: £105.9 million for the period November 1963 to October 1964, and 8 per cent. *Commonwealth countries in Africa*: £286.9 million in the period November 1963 to October 1964, and 3 per cent. (The proportion in each case is based on the exemptions in Schedule 1 of the Finance Bill as originally published.)

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HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Room F.57, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146).

New Books

Organization of World Markets for Agricultural Commodities, by A. Kruse-Rodenacker (52 pages. European Communities Publishing Services. 8s. 6d., by post 9s., from H.M. Stationery Office and Government bookshops). This study provides a critical analysis of measures of agricultural protection and formulates principles, presented as a joint action programme for developed and developing countries, which might govern trade regulations on an international plane. It analyses current relationships among national agricultural markets by groups of countries, by commodities, and in terms of the imbalance in the world market for agricultural commodities. The organisation of world markets is considered from several aspects, including the kind, methods and principles of organization required, and the impact of organization on the problems of economic development. Finally it considers consumption, production and foreign trade policies, and demand transfer, as instruments of world agricultural market organization. The author looks forward to the eventual establishment of a 'code of good conduct', concerned not only with various countries' market behaviour, but also with their underlying agricultural policies, and creating the conditions for agriculture to find its way out of its national and international isolation. The study is published as No. 15 in the EEC's *Agricultural Series*, of which it is the second title to be made available in English.

The Chemical Industry in the European Member Countries of OECD, 1953-1962. Organization for Economic Co-operation and Development (72 pages. 12s. 6d., by post 13s., from H.M. Stationery Office and Government bookshops). Growth has been faster in the chemical industry than in any other of the large manufacturing industries during the last twenty years, and this study is designed to collect together overall data on the industry to provide an up-to-date picture for the general reader. It describes the trend of the industry since 1953 and discusses the reasons for the rapid rate of growth. It considers the chemical industry as a factor in the economies of European countries, and discusses the role of these countries in the world chemical industry. There are also short chapters on foreign trade and the domestic market supply of chemicals, and 24 pages of statistical tables. The study supplements the information contained in OECD's annual survey entitled *The Chemical Industry* (also obtainable from H.M. Stationery Office), but excludes consideration of Canada and the United States which are covered by the annual survey.

International Directory of Fairs and Exhibitions, 1965. Graphointer, 4 Standiou Street, Athens 133, Greece (369 pages. US $5.00). Sponsored by the Athens Chamber of Commerce and Industry and now in its second year of publication, this directory lists some 1,000 trade fairs, exhibitions and specialised shows in 56 countries. Its geographical section provides a 'calendar' for each country, and it is in this section that the fullest information about each event is given (name, place and expected size, with address of organizers). Its chronological section provides an international 'calendar' from which can be established what shows are being held in all the countries covered on any one day of the year, and it has a classified section in which exhibitions and fairs are shown in chronological order under 76 subject headings. The period covered is the calendar year 1965, and the directory is naturally more comprehensive and reliable for the earlier months of the year than for the last months. This is a limitation which it inevitably shares with other annual directories such as the German *Auma-Kalender* (published from Cologne), which has geographical and chronological, but no subject-classified, sections. It is avoided by directories of greater frequency, such as another German publication, the monthly *Messe- und Ausstellungs-Kalender* (published from Frankfurt am Main), which has parallel German, English and French texts and a subject index; and also, of course, by the quarterly classified lists of trade fairs and exhibitions in the *Board of Trade Journal*, which are kept up to date with weekly-published amendments, but which do not provide purely chronological or geographical listings.

Ships on Order, Quarterly Supplement to Fairplay Shipping Journal (5s. per copy from Fairplay Publications Ltd., Palmerston House, Bishopsgate, London E.C.2. Free to *Fairplay Shipping Journal* subscribers). There are already a number of shipping journals providing statistical information about the order books of shipyards and shipbuilders, and there is also, of course, the overall picture on a world-wide basis provided by Lloyd's Register of Shipping. The publishers of this new series intend to complement the pattern of existing information in two ways. One is by giving details of ships on order throughout the world before they reach the stage of entry in Lloyd's Register Book. The other is to arrange the information on a different basis of classification from the other journals. Elsewhere, the criteria used are the country of build and the shipbuilder: here, the classification is initially by types of vessel – dry cargo ships, tankers, bulk carriers, passenger ships and others. Under these headings, this supplement to *Fairplay* lists ships first by country and then by owners' name, and details are given of tonnage, propulsion machinery, speed, draft, builder, yard number and delivery date. The statistics are printed out straight from the computer, and reach a good standard of accuracy and comprehensiveness.

The Quality of Labour and Economic Development in Certain Countries, A Preliminary Study, by Walter Galenson and Graham Pyatt. (117 pages. 10s. 6d., from International Labour Office, 38-39 Parliament Street, London, S.W.1). A study on the relationship between rates of economic growth and quality of labour was felt by the ILO to be a useful study to embark on at this time, although, as the authors point out, there are major gaps in the necessary statistics. Only countries which produced internationally comparable statistics were included in the survey. This prohibited the use of such institutional factors as family and caste systems, forms of government, traditional work and habits. So the 52 countries covered are compared on the basis of gross domestic product, investment ratios and wage shares, food consumption levels, and expenditure on health, education and social security. Statistical methods and results are described and possible future extensions of the study discussed. Mr. K. Taira, of the ILO's Economic Division, contributes an introductory non-technical resumé of the method and findings of the study.

Statistics, by A. R. Ilersic (503 pages, H.F.L. (Publishers) Ltd., 36s.). The 13th edition of a standard work for students and business executives, which has been substantially revised and enlarged since the previous edition of 1959. A number of chapters have been redrafted, and the sections dealing with elementary statistical methods and the illustrative examples of calculations have been clarified and extended to suit the needs of those preparing for various professional examinations. The business man too will find this new edition useful in the preparation of market reports and in economic forecasting, since the chapters on economic and social statistics have been brought up to date, as has that on vital statistics, and now discuss statistical series published since the last edition of this work. The first 11 editions of the book were published under the title *Statistics and Their Application to Commerce*, and this new edition places much emphasis on the practical value of statistics and their uses in the business life of the community.

Australia, An Economic and Investment Reference. Australian News and Information Bureau, Canberra (116 pages. Free from the Office of the High Commissioner for Australia, Australia House, Strand, London, W.C.2). This 1964 revised edition presents a view of the development of the Australian economy, with specific attention to the interests of the overseas investor. There are chapters on the financial, legal, scientific and industrial organization of the country, with brief statistical comparisons over a period of years. Appendices list some of the more important overseas companies in Australia and give suggestions for further reading.

Notes on Northern Ireland (Free from the Information Service, Ulster Office, 13 Lower Regent Street, London S.W.1), is a set of sixteen numbered and dated 'fact sheets' in a folder, each one presenting concise information on an aspect of Northern Ireland. The notes cover history, geography, central and local government, industry and industrial development, social services and communications. Each of the notes is to be revised annually, and additions to the set are also planned. Both revisions and additions will be sent without further application to recipients of the present set.

Wanted by USSR During 1965 (32 pages, 21s. from Flegon Press Ltd., 24 Chancery Lane, London W.C.2). The publisher of the *Soviet Trade Directory* here produces in English the official list of goods to be purchased from all sources by the Soviet Ministry of Foreign Trade, showing the quantity or value of goods required and in some cases the names of the countries which were the chief suppliers to the USSR in 1963. The list is in classified order, and there is no index.

The Story of Salt, Imperial Chemical Industries, Mond Division (28 pages. Free from the Mond Division Information Service, The Heath, Runcorn, Cheshire). This pamphlet traces the story of the salt industry in Great Britain from the centuries before Christ, when there appears to have been a salt industry functioning in the area around the Wash, up to the present time. It describes the development of the industry and trade in salt over the centuries, the methods of producing salt and its uses in industry, foodstuffs and agriculture. A short bibliography is included.

Other Publications

WINTER BUILDING: Report of the City of Westminster Chamber of Commerce Mission to Sweden February 2-6, 1964. 24 pages. 7s. 6d., post free, from the City of Westminster Chamber of Commerce, Mitre House, 177 Regent Street, London W.1.

BRITISH PHARMACOPOEIA ADDENDUM 1964. General Medical Council. 91 pages. 45s. from the Pharmaceutical Press.

THE ESTIMATOR. 19th edition, 1964. 148 pages. 11s. paper-bound, 15s. leather-bound, from William Sessions Ltd., The Ebor Press, York. (Handbook for printers).

SURVEY OF INDIAN ENGINEERING EXPORTS. 75 pages. Rs. 5 from the Indian Chamber of Commerce, World Trade Department, India Exchange, Calcutta 1.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components •				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,095	3,478	922	688	591	1,205				
1959	104	105	106	105	105	95	108	94	115	113	109	+174	+ 73	+15	+49
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	122	113	101	128	119	130	141	124	+101	+ 33	+22	+39
1963	117	119	135	129	118	103	130	107	131	146	132	+133	+ 89	+15	+30
1963															
1st quarter	113	113	130	125	114	101	115	104	126	101	116	— 20	+ 56	—16	N/C
2nd quarter	116	118	132	128	117	102	129	109	128	150	128	+ 38	— 9	+22	—3
3rd quarter	116	120	138	130	120	105	135	106	130	164	140	— 36	— 33	—19	—6
4th quarter	123	124	138	132	121	105	140	109	140	168	143	+151	+ 75	+28	+41
1964															
1st quarter	121	127	141	134	121	106	144	115	145	175	151	+ 96	+ 94	— 4	+ 4
2nd quarter	121	127	143	135	120	105	148	120	144	181	152	+146	+120	+12	+ 1
3rd quarter		127•				106		120•	150•				+ 47•	+ 4•	+13
1964															
April	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
May	..	127	..	..	..	104	..	..	..	..	..	..	..	..	..
June	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
July	..	127•	..	..	..	105	..	..	..	..	..	..	..	..	..
August	..	127•	..	..	..	106	..	..	..	..	..	..	..	..	..
September	..	126•	..	..	..	107	..	..	..	..	..	..	..	..	..
October	..					109									

	ORDERS		PRICES AND COSTS					LABOUR					IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults				
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices	
	at 1958 prices														
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+153
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 1
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+115
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+113
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	124	+ 82
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 34
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 2
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	136	132	— 5
1964																
1st quarter	140	121	123·2	+1·5	107·9	124·0	145·8	445	— 5	+42	182	+25	— 5	145	134	— 69
2nd quarter	148	125•	125·5	+2·8	107·8	125·0	147·4	355	— 90	—58	230	+48	+33	147	133	—113
3rd quarter	156•	113•	126·5	+4·3	108·6•	125·6•	149·3	311	— 44	—34	242	+12	+ 6	147	132	
1964																
April	144	123•	124·7	+2·0	108·1	124·8	146·7	394	— 19	—20	212	+10	+14	146	127	..
May	147	126•	125·7	+2·9	107·6	125·1	147·4	357	— 37	—23	227	+15	+ 9	144	140	..
June	148	125•	126·2	+3·4	107·8	125·2	148·2	315	— 42	—33	251	+24	+13	152	132	..
July	151•	120•	126·2	+4·0	108·1	125·5	149·0	303	— 12	—15	250	— 1	+ 3	138	125	..
August	154•	117•	126·7	+4·7	108·6•	125·7•	149·3	314	+ 11	+10	239	—11	— 9	153	140	..
September	156•	113•	126·7	+4·4	109·2•	125·7•	149·7	315	+ 1	+11	239	Nil	— 7	151	131	..
October			126·8	+4·1	110·2•	125·9•	149·8	332	+ 17	+27	233	— 6	—12	146	133	..
November								338	+ 6	+19	230	— 3	—16			..

† NOT seasonally adjusted. • Provisional.

Industry's capital expenditure in the third quarter of 1964

PROVISIONAL RESULTS for the third quarter of 1964 show that the volume of industry's capital expenditure (at 1958 prices, seasonally adjusted) rose by just under 2 per cent, compared with the previous quarter. This rise was about the same as occurred between the first and second quarters this year, and somewhat less than the two earlier quarterly increases at the beginning of the present upturn in private industry's investment expenditure.

Within the total, expenditure by manufacturing industry was about the same as in the second quarter, and there was an increase of 4 per cent for the distributive and service industries. As the charts indicate, investment by manufacturing industry has been rising strongly since the middle of 1963, and the latest figure might suggest some slackening in the rate of increase. There are, however, irregularities in the series which make uncertain the assessment of the underlying trend in the latest quarter.

In the asset categories the most noticeable movement between the second and third quarters was the rise in expenditure on vehicles. This was largely due to increased expenditure on ships.

The figures of capital expenditure now available for the first three quarters of 1964 as compared with the first three quarters of 1963 for manufacturing industry and the distributive and service industries show increases which are in line with the increases estimated from companies' forecasts of 1964 expenditure supplied during August and September (see *Board of Trade Journal* of October 16, 1964).

The final figures of capital expenditure in the third quarter will be published in the *Board of Trade Journal* of January 22, 1965, when details of expenditure by separate industry groups will be given.

Industry's fixed capital expenditure

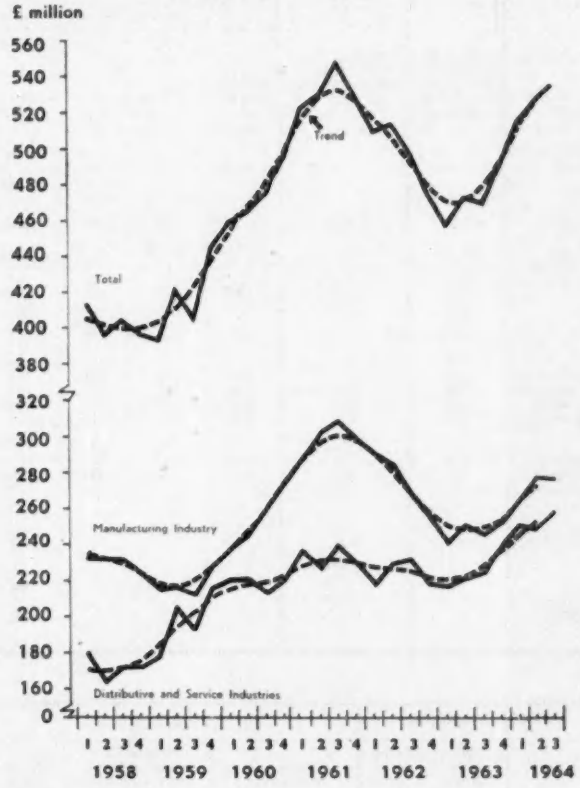

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Table 1. Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS		Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing Industry (b)	Distributive and Service Industries (c)		New Building Work	Vehicles	Plant and Machinery
1958	922	688	1,610	451	360	799
1959	871	792	1,663	460	403	800
1960	1,016	873	1,889	533	457	899
1961	1,195	931	2,126	631	437	1,058
1962	1,098	897	1,995	627	383	985
1963	987	902	1,889	567	417	905
1964						
1959 1st quarter	215	178	393	109	91	193
2nd quarter	216	205	421	111	108	202
3rd quarter	212	193	405	112	94	199
4th quarter	228	216	444	128	110	206
1960 1st quarter	238	220	458	132	114	212
2nd quarter	244	220	464	130	116	218
3rd quarter	261	213	474	133	111	230
4th quarter	273	220	493	138	116	239
1961 1st quarter	286	236	522	148	118	256
2nd quarter	302	227	529	159	105	265
3rd quarter	308	239	547	160	114	273
4th quarter	299	229	528	164	100	264
1962 1st quarter	291	218	509	159	96	254
2nd quarter	284	229	513	161	100	252
3rd quarter	267	231	498	164	92	242
4th quarter	256	219	475	143	95	237
1963 1st quarter	239	217	456	135	100	221
2nd quarter	252	221	473	146	101	226
3rd quarter	245	224	469	140	103	226
4th quarter	251	240	491	146	113	232
1964 1st quarter	264	250	514	148	119	247
2nd quarter	277	248	525	154	119	252
3rd quarter	276	258	534	157	125	252
4th quarter						

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 56 per cent of total capital expenditure in 1960. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small; the figures are therefore very largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food, Drink and Tobacco	Mineral Oil Refining	Chemicals, Paint and Printing Ink	Metal Manufacture	Engineering, Shipbuilding and Metal Goods	Vehicles	Textiles, Leather and Clothing	Paper, Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·5	622·1
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·6	57·2	589·9
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·2	71·9	805·1
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	298·8	61·8	737·4
1963	137·3	18·5	141·8	117·0	219·2	91·3	84·6	73·5	103·8	987·0	263·8	78·0	645·2
1964													
1959 1st quarter	25·2	4·0	43·2	30·1	49·3	18·5	13·6	15·3	15·8	215·0	55·4	13·8	145·8
2nd quarter	28·0	5·7	38·1	31·3	49·3	16·1	15·2	15·2	16·6	215·5	53·3	14·2	148·0
3rd quarter	27·3	6·2	30·6	34·2	49·2	15·1	17·2	14·7	18·0	212·5	53·1	13·7	145·7
4th quarter	26·0	7·6	33·6	34·1	53·0	19·3	20·5	15·1	18·7	227·9	62·0	15·5	150·4
1960 1st quarter	30·2	4·2	33·4	39·2	55·8	15·5	20·8	17·4	22·3	238·8	63·1	17·2	158·5
2nd quarter	31·5	4·3	31·3	42·3	55·9	19·5	21·7	15·4	21·9	243·8	62·4	18·5	162·9
3rd quarter	33·4	3·4	34·5	51·3	57·9	21·5	20·1	16·7	22·0	260·8	69·3	18·8	172·7
4th quarter	33·4	3·4	35·3	53·3	59·3	21·8	22·6	18·3	25·4	272·8	68·7	20·8	183·3
1961 1st quarter	33·9	3·3	39·8	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	6·1	39·8	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4
3rd quarter	34·0	6·3	42·4	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	7·1	40·8	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·7	16·1	200·0
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	65·2	15·4	175·9
1963 1st quarter	31·1	3·4	33·6	33·7	55·6	22·1	20·9	17·0	21·8	239·2	62·9	17·0	159·3
2nd quarter	33·9	4·4	36·6	31·7	56·5	24·3	20·0	19·4	25·3	252·1	67·7	20·0	164·4
3rd quarter	35·3	5·0	35·4	25·7	55·2	22·4	20·7	19·5	26·1	245·3	65·9	20·4	159·0
4th quarter	37·0	5·7	36·2	25·9	51·9	22·5	23·0	17·6	30·6	250·4	67·3	20·6	162·5
1964 1st quarter	38·2	5·9	38·1	24·7	61·4	20·3	28·4	19·2	27·8	264·0	73·8	23·0	167·2
2nd quarter	39·1	4·4	41·5	24·8	63·6	22·1	30·9	19·1	31·8	277·3	77·7	23·1	176·5
3rd quarter										275·8	76·3	21·8	177·7
4th quarter													

NOTE: Separate figures are now shown in Table 2 for Mineral Oil Refining and for Chemicals, Paint and Printing Ink. There have been, in consequence, some minor changes to the 1963 figures previously published under the heading 'Chemicals and Allied Industries.'

Table 3. Fixed capital expenditure in the distributive and service industries at 1958 prices seasonally adjusted (a) (c) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP					ANALYSIS BY TYPE OF ASSET		
	Wholesale Distribution	Retail Distribution	Shipping	Other Industries	Total			
	Standard Industrial Classification							
	810, 831, 832	820	704	XVII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX Part of XXI Part of XXII and XXIII	Building Work	Vehicles	Plant and Machinery
1958	73	130	147	338	688	204	307	177
1959	92	163	161	376	792	236	346	210
1960	100	175	158	440	873	270	381	222
1961	105	195	128	503	931	313	365	253
1962	116	187	102	492	897	328	322	247
1963	129	164	83	526	902	303	339	260
1964								
1959 1st quarter	22	38	37	81	178	54	77	47
2nd quarter	23	40	46	96	205	57	94	54
3rd quarter	23	41	35	94	193	59	81	53
4th quarter	24	44	43	105	216	66	94	56
1960 1st quarter	21	44	40	116	220	69	97	54
2nd quarter	26	43	41	110	220	68	97	55
3rd quarter	26	43	40	104	213	64	92	57
4th quarter	27	45	37	111	220	69	95	56
1961 1st quarter	27	44	40	125	236	74	99	63
2nd quarter	27	47	26	127	227	78	86	63
3rd quarter	26	52	33	128	239	80	96	63
4th quarter	25	52	29	123	229	81	84	64
1962 1st quarter	25	52	27	114	218	78	80	60
2nd quarter	27	49	31	122	229	82	85	62
3rd quarter	33	45	21	132	231	90	77	64
4th quarter	31	41	23	124	219	78	80	61
1963 1st quarter	28	42	24	123	217	72	83	62
2nd quarter	33	39	15	134	221	78	81	62
3rd quarter	32	40	24	128	224	74	83	67
4th quarter	36	43	20	141	240	79	92	69
1964 1st quarter	35	47	25	143	250	74	96	80
2nd quarter	36	50	24	138	248	76	96	76
3rd quarter					258	81	103	74
4th quarter								

Table 4. Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing Industry (b)	Distributive and Service Industries (c)	Total
1958	922	688	1,610
1959	867	782	1,649
1960	1,021	863	1,884
1961	1,239	934	2,173
1962	1,168	927	2,095
1963	1,067	929	1,996
1964			
1959 1st quarter	203	174	377
2nd quarter	209	200	409
3rd quarter	212	179	391
4th quarter	243	229	472
1960 1st quarter	221	212	433
2nd quarter	236	212	448
3rd quarter	271	202	473
4th quarter	293	237	530
1961 1st quarter	273	233	506
2nd quarter	304	223	527
3rd quarter	331	230	561
4th quarter	331	248	579
1962 1st quarter	286	218	504
2nd quarter	294	232	526
3rd quarter	290	235	525
4th quarter	298	242	540
1963 1st quarter	241	220	461
2nd quarter	266	222	488
3rd quarter	267	225	492
4th quarter	293	262	555
1964 1st quarter	271	255	526
2nd quarter	301	255	556
3rd quarter	308	264	572
4th quarter			

Notes relating to tables 1, 2, 3 and 4.

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction): XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks: XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

Gold and convertible currency reserves in November

THE GOLD and convertible currency reserves fell by £39 million to stand at £837 million on November 30.

Economic Trends in November

THE NOVEMBER 1964 issue of Economic Trends, published on December 2 (HMSO, price 6s.) contains two articles, one by the Board of Trade on the relationship of stocks to production, the other by the Ministry of Aviation on air traffic in the year ended March 3, 1964. Figures of UK liabilities in sterling and non-sterling currencies in the 3rd quarter of 1964 are given in Table 139.

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Smaller increase in industry's stocks in third quarter

PROVISIONAL ESTIMATES show that the volume of stocks (at 1958 prices) held by manufacturers and distributors, after allowing for seasonal factors, rose by £64 million during the third quarter of 1964, or by about half as much as in the second quarter when they rose by £133 million. The increase of £47 million in the stocks and work in progress of manufacturing industry in the third quarter was substantially lower than in the previous quarter when these stocks rose by £120 million. Stocks held by wholesalers (up £4 million) also rose less than in the second quarter (when they were up £12 million). Retailers' stocks, on the other hand, increased by £13 million – after remaining virtually unchanged in both the two preceding quarters.

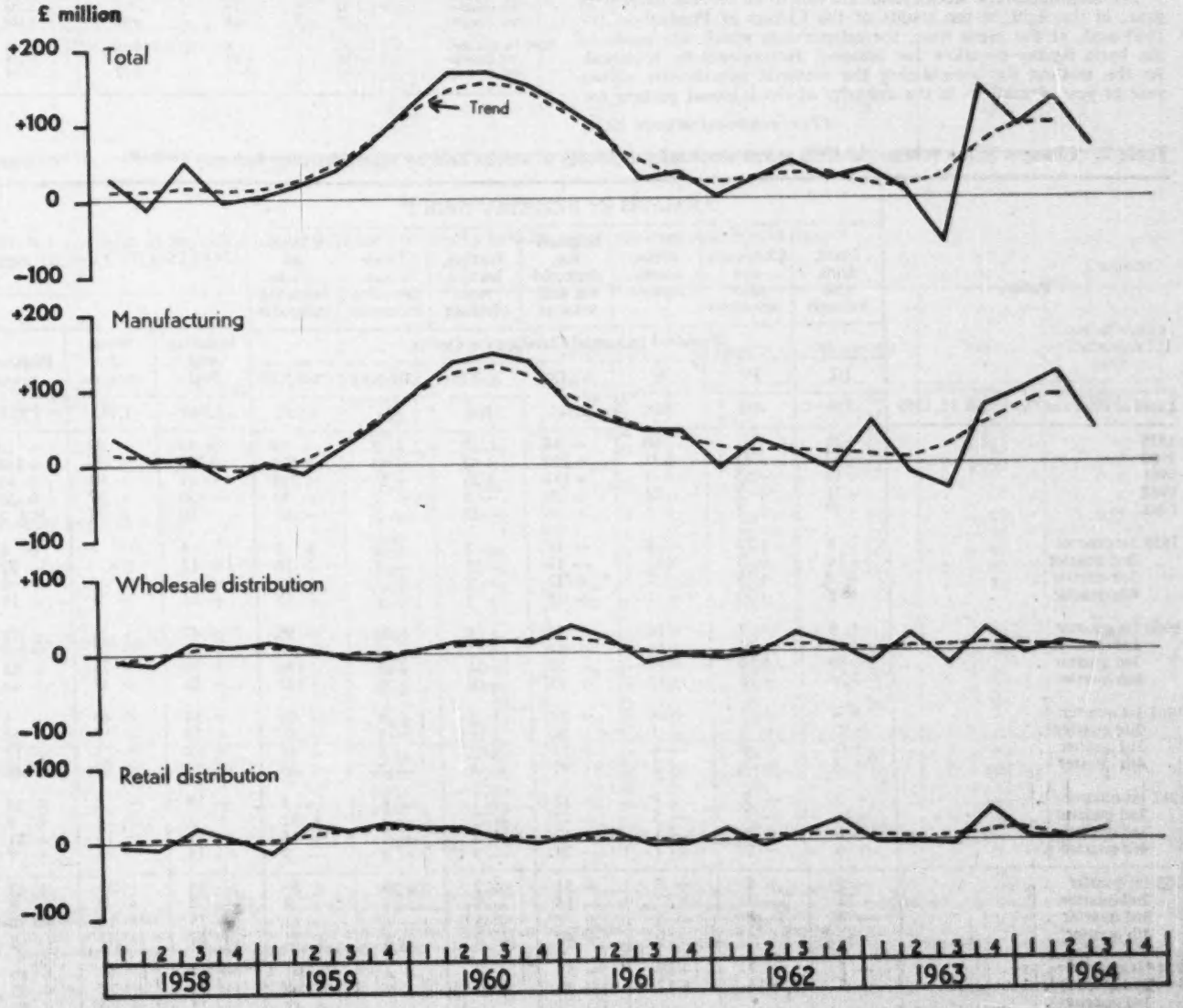
Manufacturing industry

Provisional estimates for the third quarter of 1964 show that the total volume of manufacturers' stocks and work in progress (at 1958 prices seasonally adjusted) rose by £47 million, or by less than one per cent – reflecting a considerable decrease in stockbuilding. As the chart indicates, the stockbuilding of manufacturers, ignoring the irregularities of the quarterly series itself, after continuing at a fairly steady low rate during 1962 and the early part of 1963, began to rise rapidly with large increases at the end of 1963 and in the first half of 1964. The latest figure suggests that the underlying trend may now be starting to turn down but until the figures for a further quarter are available this will not be certain.

Much of the third quarter increase in the stocks of manufacturing industry was in work in progress, which rose by £30 million; stocks of finished goods also rose (by £26 million – spread pretty widely and thinly over a number of industries) but stocks of

(*Continued on next page*)

Changes in industry's stocks at 1958 prices, seasonally adjusted



materials and fuel appear, from the provisional figures, to have fallen slightly (down £9 million).

The figures for individual sectors of industry will, as usual, not be shown in Table 2 until the final article due to be published on January 22, 1965. It is, however, clear from the provisional figures that most of the increase in stocks and work in progress was in the 'engineering, shipbuilding and vehicles' group of industries.

The ratio of manufacturers' total stocks to their output, which rose fairly steeply in the second quarter of this year (stocks having risen sharply at a time when manufacturing output was remaining stationary) rose again, substantially, in the third quarter (when the index of production for all manufacturing industries declined slightly). At the end of the third quarter this ratio had risen to a level (99·1) similar to its average over the last nine years. The series for manufacturers' stocks and for their output, as well as the ratio of the former to the latter, are now shown – in rounded index number form – at the end of this article, with a chart to illustrate the markedly cyclical behaviour of the figures.

Because of the different pattern of stockbuilding in different industries – and for different assets – in relation to output, the relationship between stocks and production is complex. This complexity and the difficulties of drawing conclusions from this type of ratio are discussed in an article on this subject – which appeared two weeks ago in the November 1964 issue of *Economic Trends* (HM Stationery Office 6s.).

The manufacturers' stocks series are due to be revised, early next year, in the light of the results of the Census of Production for 1963 and, at the same time, the adjustments which are made to the basic figures to allow for seasonal factors will be reviewed. As the method for ascertaining the seasonal adjustments allows year to year alterations in the intensity of the seasonal pattern for

(*Text continued on page* 1270)

Table 1. Changes in the volume of industry's stocks at 1958 prices seasonally adjusted[a]

£ million

Period	(b) Manufacturing	(c) Wholesale distribution	(d) Retail distribution	(e) Total
Level of stocks at December 31, 1959	4,952	810	951	6,713
1959	+ 73	+15	+49	+137
1960	+ 520	+48	+37	+605
1961	+230	+36	+29	+295
1962	+ 33	+22	+39	+ 94
1963	+ 89	+15	+30	+134
1959 1st quarter	+ 2	+16	—14	+ 4
2nd quarter	— 10	+ 6	+23	+ 19
3rd quarter	+ 23	— 2	+17	+ 38
4th quarter	+ 58	— 5	+23	+ 76
1960 1st quarter	+ 99	+ 5	+18	+122
2nd quarter	+136	+12	+18	+166
3rd quarter	+148	+16	+ 2	+166
4th quarter	+137	+15	— 1	+151
1961 1st quarter	+ 79	+35	+14	+128
2nd quarter	+ 60	+19	+17	+ 96
3rd quarter	+ 46	—13	— 2	+ 31
4th quarter	+ 45	— 5	N/C	+ 40
1962 1st quarter	— 5	— 8	+13	N/C
2nd quarter	+ 32	— 2	— 8	+ 22
3rd quarter	+ 15	+23	+10	+ 48
4th quarter	— 9	+ 9	+24	+ 24
1963 1st quarter	+ 56	—16	N/C	+ 40
2nd quarter	— 9	+22	— 5	+ 8
3rd quarter	— 33	—19	— 6	— 58
4th quarter	+ 75	+28	+41	+144
1964 1st quarter	+ 94	— 4	+ 4	+ 94
2nd quarter	+120	+12	+ 1	+133
3rd quarter	+ 47	+ 4	+13	+ 64

Table 2. Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry [a] [b] [f]

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding and vehicles	Textiles, leather and clothing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI	Materials and fuel	Work in progress	Finished goods
Level of stocks at December 31, 1959	720	456	384	2,295	606	491	4,952	1,940	1,785	1,227
1959	+26	+31	—10	+ 36	—12	+ 2	+ 73	+ 16	+ 47	+ 10
1960	+52	+41	+73	+250	+42	+62	+520	+225	+127	+168
1961	+18	+15	+ 7	+134	+23	+33	+230	+ 51	+ 84	+ 95
1962	+31	+ 2	—24	+ 29	— 6	+ 1	+ 33	— 50	+ 32	+ 51
1963	+57	+ 1	+ 5	+ 58	—27	— 5	+ 89	— 10	+ 97	+ 2
1959 1st quarter	+ 9	+12	— 8	— 11	— 3	+ 3	+ 2	— 4	+ 2	+ 4
2nd quarter	+14	+ 5	N/C	— 13	—13	— 3	— 10	+ 12	N/C	— 22
3rd quarter	+ 2	+ 4	— 5	+ 22	— 3	+ 3	+ 23	— 5	+ 19	+ 9
4th quarter	+ 1	+10	+ 3	+ 38	+ 7	— 1	+ 58	+ 13	+ 26	+ 19
1960 1st quarter	+ 3	— 2	+16	+ 56	+16	+10	+ 99	+ 47	+ 24	+ 28
2nd quarter	+15	+16	+14	+ 64	+12	+15	+136	+ 62	+ 37	+ 37
3rd quarter	+10	+16	+28	+ 55	+24	+15	+148	+ 70	+ 23	+ 55
4th quarter	+24	+11	+15	+ 75	—10	+22	+137	+ 46	+ 43	+ 48
1961 1st quarter	+ 4	+ 7	+13	+ 28	+ 8	+19	+ 79	+ 34	+ 40	+ 5
2nd quarter	N/C	+ 7	+ 1	+ 24	+11	+17	+ 60	+ 18	+ 17	+ 25
3rd quarter	+11	+ 4	— 6	+ 33	N/C	+ 4	+ 46	+ 12	+ 15	+ 19
4th quarter	+ 3	— 3	— 1	+ 49	+ 4	— 7	+ 45	— 13	+ 12	+ 46
1962 1st quarter	+ 3	— 5	— 9	+ 11	+ 1	— 6	— 5	— 18	— 2	+ 15
2nd quarter	+16	— 2	— 5	+ 25	N/C	— 2	+ 32	+ 3	+ 21	+ 8
3rd quarter	+ 6	+ 6	—11	+ 17	— 4	+ 1	+ 15	— 21	+ 15	+ 21
4th quarter	+ 6	+ 3	+ 1	— 24	— 3	+ 8	— 9	— 14	— 2	+ 7
1963 1st quarter	— 5	+ 8	+ 7	+ 33	— 7	+20	+ 56	— 14	+ 33	+ 37
2nd quarter	+28	— 3	N/C	— 16	— 7	—11	— 9	— 4	+ 3	— 8
3rd quarter	— 7	— 8	— 8	+ 1	— 5	— 6	— 33	— 25	+ 16	— 24
4th quarter	+41	+ 4	+ 6	+ 40	— 8	— 8	+ 75	+ 33	+ 45	— 3
1964 1st quarter	— 5	+ 7	+19	+ 55	+14	+ 4	+ 94	+ 34	+ 48	+ 12
2nd quarter	— 5	+16	+17	+ 60	+25	+ 7	+120	+ 31	+ 34	+ 55
3rd quarter							+ 47	— 9	+ 30	+ 26

Table 3. Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by wholesalers [a] [f]

£ million

S.I.C. M.L.H.			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1959
810	Wholesale distributors	1959	+13	+ 1	—13	+ 9	+10	548
		1960	+ 5	+ 9	+11	+ 1	+26	
		1961	+30	+10	— 7	— 7	+26	
		1962	—10	— 8	+11	+11	+ 4	
		1963	—14	+13	—26	+20	— 7	
		1964	— 7	+ 9				
831	Dealers in coal, builders' materials, etc.	1959	— 1	+ 4	+ 6	— 4	+ 5	77
		1960	— 1	+ 2	+ 1	+ 2	+ 4	
		1961	+ 1	+ 1	— 1	— 1	N/C	
		1962	+ 1	N/C	+ 1	+ 2	+ 4	
		1963	+ 4	+ 1	— 3	+ 7	+ 9	
		1964	+ 3	— 3				
832	Dealers in industrial materials and machinery	1959	+ 4	+ 1	+ 5	—10	N/C	185
		1960	+ 1	+ 1	+ 4	+12	+18	
		1961	+ 4	+ 8	— 5	+ 3	+10	
		1962	+ 1	+ 6	+11	— 4	+14	
		1963	— 6	+ 8	+10	+ 1	+13	
		1964	N/C	+ 6				
	Total wholesalers	1959	+16	+ 6	— 2	— 5	+15	810
		1960	+ 5	+12	+16	+15	+48	
		1961	+35	+19	—13	— 5	+36	
		1962	— 8	— 2	+23	+ 9	+22	
		1963	—16	+22	—19	+28	+15	
		1964	— 4	+12	+ 4			

Table 4. Changes in the value (at book values) of stocks held by manufacturers and distributors [a]

£ million

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1959
Manufacturing (b)	1959	+ 27	+ 13	+ 17	+ 80	+137	5,048
	1960	+128	+181	+128	+161	+598	
	1961	+112	+104	+ 47	+ 55	+318	
	1962	+ 9	+ 29	+ 14	+ 33	+ 85	
	1963	+ 67	N/C	+ 10	+152	+229	
	1964	+120	+180	+ 95			
Wholesale distribution (c)	1959	+ 17	+ 5	+ 25	— 25	+ 22	819
	1960	+ 7	+ 18	+ 52	— 22	+ 55	
	1961	+ 44	+ 20	+ 15	— 36	+ 43	
	1962	+ 6	+ 5	+ 40	— 19	+ 32	
	1963	— 8	+ 19	+ 19	+ 2	+ 32	
	1964	+ 12	+ 24	+ 48			
Retail distribution (d)	1959	+ 20	+ 22	— 3	+ 6	+ 45	949
	1960	+ 68	+ 15	— 19	— 20	+ 44	
	1961	+ 79	+ 25	— 23	— 20	+ 61	
	1962	+ 89	— 5	— 13	+ 1	+ 72	
	1963	+ 75	— 22	— 35	+ 20	+ 38	
	1964	+ 82	+ 2	— 12			
Total (e)	1959	+ 64	+ 40	+ 39	+ 61	+204	6,816
	1960	+203	+214	+161	+118	+696	
	1961	+235	+149	+ 39	— 1	+422	
	1962	+104	+ 29	+ 41	+ 15	+189	
	1963	+134	— 3	— 6	+174	+299	
	1964	+214	+206	+131			

Notes relating to Tables 1-4.

(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum List Headings 810, 831, 832.
(d) S.I.C. Minimum List Heading 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

The relationship of manufacturers' stocks to manufacturing production

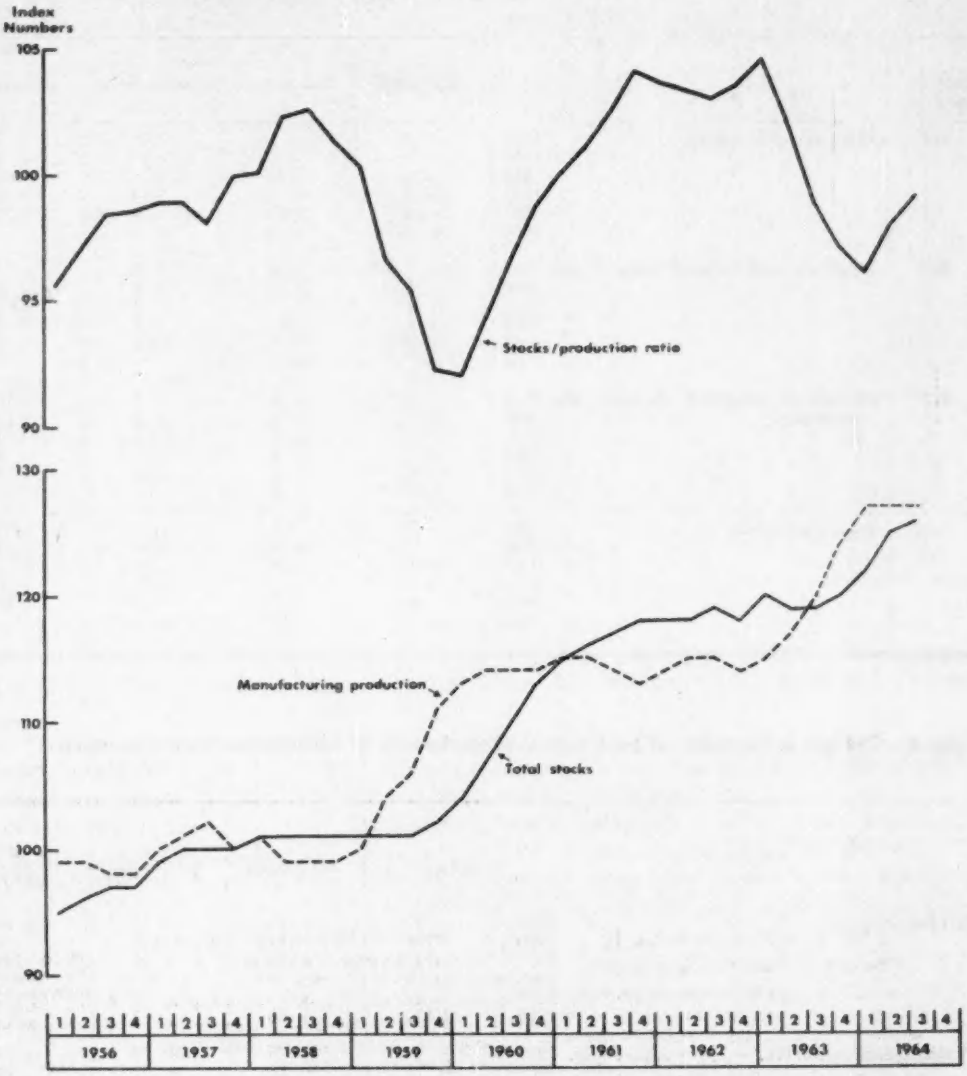
Period (quarters)		Index numbers 4th quarter 1957 = 100 seasonally adjusted (1)		
		Stock levels (at 1958 prices)	Production (with 1958 net output weight) (2)	Ratio of stocks to production (3)
1956	1	95	99	95·6
	2	96	99	97·1
	3	97	98	98·4
	4	97	98	98·6
1957	1	99	100	98·9
	2	100	101	99·0
	3	100	102	98·1
	4	100	100	100·0
1958	1	101	101	100·1
	2	101	99	102·3
	3	101	99	102·6
	4	101	99	101·4
1959	1	101	100	100·4
	2	101	104	96·7
	3	101	106	95·5
	4	102	111	92·3
1960	1	104	113	92·1
	2	107	114	94·4
	3	110	114	96·7
	4	113	114	98·8
1961	1	115	115	100·1
	2	116	115	101·1
	3	117	114	102·5
	4	118	113	104·1
1962	1	118	114	103·6
	2	118	115	103·3
	3	119	115	103·0
	4	118	114	103·5
1963	1	120	115	104·5
	2	119	117	102·1
	3	119	120	98·8
	4	120	124	97·1
1964	1	122	127	96·1
	2	125	127	97·9
	3	126	127	99·1

Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1956 and 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks-production ratios are calculated from unrounded estimates of the data in the previous two columns.



particular quarters to be taken into account there will be some alterations to the figures when the revised seasonal factors are obtained. While at the moment the extent of these alterations cannot be gauged very precisely, provisional calculations which have been made suggest that there have been, in recent years, certain changes in the intensity of the seasonal movements affecting, in particular, the adjustments for the third quarter figures. It seems likely that the revised seasonally adjusted series will show a smaller decrease in the third quarter of 1963 and a larger increase in the third quarter of 1964 than does the present series. As the charts indicate, the quarterly figures in this series are somewhat irregular. While the revisions to the figures may slightly reduce this irregularity, they will not significantly affect the underlying trend.

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Wholesalers' stocks

Provisional estimates show that the volume of stocks (at 1958 prices seasonally adjusted) held by wholesalers increased by only £4 million, in the third quarter of 1964, after rising by £12 million in the second quarter.

The figures for the three main types of wholesaler will not be published, in Table 3, until the final article next month, but it seems fairly clear from the provisional figures that there was little significant change in the stocks of any particular class of wholesaler.

Retailers' stocks

The volume of retailers' stocks rose by £13 million in the third quarter of 1964, after remaining virtually unchanged in both the preceding quarters.

Your competitors abroad give domestic customers a fast re-order service—in hours. You can meet this with BOAC.

Air cargo has made, and can make, enormous differences to modern marketing. When the export market is a buyers' one the overseas supplier needs to seize every opportunity of putting himself ahead of competitors. His domestic rivals have few transport problems, able to offer short delivery dates and re-order cycles, and immediate replacement services. They are on the spot for emergencies, at the centre of fickle changes in fashion. An overseas manufacturer has many factors against him, chiefly distance. He can overcome this by using air cargo as an essential part of his marketing, overcoming many of the difficulties and match the service of domestic producers.

What incentive is there for buyers to favour air cargo?

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First, he is relieved of the tying-up of capital in his warehouse. He can keep smaller stocks, wider ranges, knowing that with BOAC's reliability, flexibility and frequency he can order shipments as needed, sure of quicker turn-over of goods.

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In all, the use of air cargo by an exporter can be a valuable selling-point for his business. It distinguishes him as a progressive, competitive exporter, willing to take advantage of every marketing tool so buyers achieve maximum sales from minimum stocks.

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All Round Increase in Figures

THE 39TH ORDINARY GENERAL MEETING of Barclays Bank D.C.O. will be held on January 1, 1965, in London.

The following are extracts from the circulated statement by the Chairman, Sir Julian Crossley:

The balance sheet figures for the year ended September 30 again show increases but, owing to the scrip issue which was made last January, followed by the rights issue, the capital at £24 million reveals a higher ratio to liabilities than last year. Deposits have grown during the year by over £110 million and advances to customers have shown an even sharper proportionate rise, increasing from £393,000,000 to £486,000,000, so that over 80 per cent of the new money raised has been lent to customers. The main increases in deposits come from South Africa £31 million, Central and East Africa £10 million, West Africa £13½ million, the Caribbean and New York £12½ million, indicating that the trend is widely spread and does not arise from special or temporary circumstances in any particular country. It may owe something to the increasing recognition of the role of our Bank in international business and it may be due in part to some further improvement in the economic conditions in countries in which the bank operates.

The improved earnings for the year are due in the main to a further sharp rise in lendings and should not be allowed to mask the increased costs which, in common I think with other banks, we have once again experienced. The higher profit has enabled us to pay an interim dividend at the old rate of 5 per cent on the capital as increased by the scrip issue and we are proposing to pay a final dividend of 6 per cent on the capital as further increased by the rights issue. We have been able to transfer £812,500 to the reserve fund out of the year's earnings and to increase the carry-forward by £362,053. We are also proposing to restore to the reserve fund, by transfer from inner reserves, the amount withdrawn from it for the scrip issue, namely, £2,125,000.

During the year a new branch was opened at 300 Park Avenue in New York in a prominent situation opposite the Waldorf Astoria hotel. We have this year established 52 new offices, one half of which are operating every day. This brings the total to 1,416 offices of which over 1,000 are open daily.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for October

Unit value index numbers of imports and exports (Table 1)

IN OCTOBER the export unit value index was unchanged from the September level of 107 but with a rise of one point in the import unit value index to 107 the terms of trade fell by one point to 100 (1961 = 100).

An increase of over 1½ per cent in the index for food, beverages and tobacco due mainly to a seasonal increase in the price of tea was the principal contributory factor in the rise of one per cent in the import unit value index. The indices for basic materials and for manufactured goods also increased by 1½ and one per cent respectively while the fuels index fell slightly.

There were marginal increases – not reflected in the rounded index numbers – in the overall export unit value index and in the index for manufactured goods. Within the manufactured goods class, rises were recorded of one per cent in both the indices for chemicals and for metals. These were partly offset by a small fall in the index for machinery and transport equipment, recorded as a fall of one point in the rounded index.

Volume of imports and exports (Table 2)

Imports remain high but the growth has been slowing down and may have stopped in the last few months. In the four months July to October their volume was very slightly less than in the second quarter when they had been 2 per cent more than in the first. Imports of basic materials which had been level in the first half of the year have fallen in the last four months and were 3 per cent less (seasonally adjusted) than in the second quarter. Imports of manufactures which had been growing more slowly in the second quarter have since eased back. The fall was in semi-manufactures, there was no change in finished manufactures after a strong rise in the first half year. Imports of fuels had been rising since last Autumn; they slipped back in the last four months. The volume of imports of food, beverages and tobacco, however, continued to increase.

Exports have been falling since early this year. Their volume in the period July to October was 2 per cent less than in the second quarter and about the same as a year earlier, although with higher prices the value was more. Exports of manufactures continued the decline which began in the second quarter after sharp increases at the turn of the year. Their volume was 1 per cent less in the last four months than in the second quarter but 1 per cent more than a year earlier. Exports of machinery and transport equipment continued to decline, whilst the high rates of shipment of textiles and metals in the second quarter were not maintained in the following four months. The growth in exports of chemicals, however, continued. In the last four months they were 6 per cent more than in the second quarter and 13 per cent more than a year earlier. The fall in the volume of exports of non-manufactures has continued, these being nearly 5 per cent less in the last four months than in the second quarter when the decline was temporarily arrested. The decline in basic materials and fuels continued but exports of food, beverages and tobacco, which had been rising earlier, were at the same rate.

Note:

This series of index numbers based on 1961 = 100 was introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September, 1963 issue of *Economic Trends*.

World trade and production in the second quarter of 1964

IN THE ARTICLE under the above heading on page 1221 of last week's *Board of Trade Journal*, the date in the second line of the text should read 1964, not 1963.

United Kingdom import and export unit value index numbers (1)

TABLE 1

(1961 = 100)

	Imports					Exports								(2) Terms of Trade
								Manufactured Goods (5 to 8)						
	Total	Food, Beverages and Tobacco [0 and 1]	Basic Materials [2 and 4]	Fuels [3]	Manufactured Goods [5 to 8]	Total	Non-Manufactures [0 to 4]	Total	Chemicals [5]	Textiles (3)	Metals (4)	Machinery and Transport Eqpt. [7]	Other	
Weights	1,000	338	230	110	318	1,000	129	838	89	67	126	442	114	
1954	104	108	104	110	98	91	105	89	114	95	90	83	87	87
1955	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1962 1st quarter	100	101	98	100	99	101	101	102	98	100	102	102	101	102
2nd quarter	100	102	97	99	99	101	100	101	96	101	103	102	100	101
3rd quarter	100	102	95	99	101	101	99	102	96	101	102	103	101	102
4th quarter	100	105	94	98	101	102	99	102	97	100	102	104	102	101
1963 1st quarter	102	107	95	98	101	103	100	103	98	102	102	104	104	101
2nd quarter	103	110	98	99	101	103	101	103	99	102	102	105	104	100
3rd quarter	103	111	97	98	101	104	104	104	100	103	102	106	104	101
4th quarter	105	117	99	96	102	105	105	105	102	103	103	106	105	100
1964 1st quarter	107	118	102	96	103	105	107	105	101	105	104	106	105	98
2nd quarter	107	115	103	96	104	106	108	106	101	107	105	107	106	99
3rd quarter	106	113	103	94	106	107	108	107	101	107	107	107	107	101
1962 September	100	103	94	98	101	102	98	102	97	102	102	103	102	102
October	101	106	94	98	101	102	99	102	98	100	102	104	103	101
November	100	105	94	97	101	101	98	102	98	99	101	104	101	101
December	100	105	95	99	101	102	99	103	96	100	102	105	104	102
1963 January	101	106	94	98	101	102	100	103	97	100	103	104	103	101
February	102	107	96	98	101	103	100	103	99	102	102	104	105	101
March	102	108	96	98	102	103	101	103	99	102	102	104	104	101
April	102	107	97	98	101	103	100	103	100	102	102	105	103	101
May	103	109	98	99	101	103	101	103	99	102	102	105	103	100
June	104	113	97	99	101	104	102	104	99	102	102	106	104	99
July	103	111	97	99	101	104	103	104	99	103	102	106	104	101
August	103	110	97	98	101	104	105	105	100	102	102	106	104	102
September	103	112	97	97	101	104	104	105	101	103	102	106	105	101
October	105	116	97	96	101	105	104	105	101	103	102	106	105	100
November	106	118	99	96	102	105	105	105	101	103	103	106	106	99
December	106	116	100	95	102	105	106	105	102	104	103	106	105	100
1964 January	107	118	101	95	102	105	107	105	101	104	104	106	105	99
February	107	118	102	97	103	105	107	105	101	105	104	106	105	98
March	107	117	102	97	104	105	108	105	101	106	104	106	105	98
April	106	115	103	97	103	105	108	105	101	106	104	106	105	99
May	107	116	103	96	104	106	109	106	101	107	105	107	106	99
June	106	114	103	95	105	106	108	106	101	108	106	107	106	100
July	106	113	104	95	105	107	109	107	101	108	106	108	107	100
August	106	114	102	94	106	107	109	107	101	107	107	107	108	101
September	106	111	102	94	106	107	107	107	101	108	108	108	107	101
October	107	113	104	94	107	107	107	107	102	108	109	107	107	100

(1) The figures in square brackets relate to Section code numbers in the Standard International Trade Classification Revised.
(2) Export Unit Value Index as a percentage of the Import Value Index.
(3) Export List Division 65.
(4) Export List Divisions 67, 68 and 69.

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United Kingdom import and export volume index numbers [1]

TABLE 2 (1961 = 100)

	Imports					Exports							
								Manufactured Goods [5-8]					
	Total	Food, Beverages and Tobacco [0 and 1]	Basic Materials [2 and 4]	Fuels [3]	Manufactured Goods [5-8]	Total	Non-Manufactures [0-4]	Total	Chemicals [5]	Textiles (2)	Metals (3)	Machinery and Transport Eqpt. [7]	Other
1954	73	82	96	63	50	82	83	79	57	141	75	75	82
1955	82	88	102	75	63	87	85	86	65	135	86	82	90
1956	81	90	99	71	63	92	89	91	69	129	97	89	90
1957	84	93	103	70	66	93	88	93	74	128	100	91	91
1958	84	98	92	76	67	90	88	90	71	109	93	90	89
1959	90	98	98	88	77	93	90	93	81	109	99	92	91
1960	102	100	107	96	103	98	92	98	93	109	98	97	96
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	104	102	110	101	107	99	100	100	103
1963	107	102	101	120	113	108	120	106	113	101	100	107	110
Unadjusted													
1962 2nd quarter	103	107	94	110	104	106	107	107	111	102	103	108	107
3rd quarter	102	100	96	121	102	98	109	96	105	93	96	93	102
4th quarter	104	101	101	116	107	105	119	102	110	102	102	99	107
1963 1st quarter	103	99	97	125	106	107	115	106	109	100	98	111	100
2nd quarter	106	102	94	126	112	110	123	109	116	102	101	111	109
3rd quarter	107	101	105	120	110	102	117	101	111	99	94	98	111
4th quarter	113	106	110	117	121	113	127	110	117	105	105	109	118
1964 1st quarter	119	106	107	126	139	113	115	113	125	106	102	115	115
2nd quarter	121	103	109	133	144	114	116	114	127	109	109	113	119
3rd quarter	116	103	105	127	134	101	104	101	123	99	96	95	112
1963 October	117	112	109	113	130	112	128	110	116	105	105	109	117
November	111	105	105	116	119	111	126	109	119	108	109	105	120
December	111	100	117	122	113	115	126	110	117	104	99	111	117
1964 January	131	120	128	134	145	104	111	104	113	100	99	106	99
February	111	100	98	120	129	112	118	112	124	101	99	114	117
March	114	97	95	123	144	123	116	124	138	115	110	125	130
April	125	102	113	140	152	108	109	108	120	105	105	106	111
May	116	101	103	133	135	125	125	126	141	120	116	125	131
June	122	105	113	127	145	109	114	109	120	100	105	107	115
July	117	104	105	120	138	102	90	104	120	97	97	101	112
August	115	98	111	128	132	107	120	106	137	108	109	95	120
September	117	107	100	133	134	94	101	92	113	91	82	88	104
October	127	111	113	134	150	112	125	111	132	108	101	105	130
Seasonally adjusted													
1962 2nd quarter	*103*	*107*	*94*	*107*	*103*	*103*	*108*	*103*	*108*	*102*	*101*	*101*	*107*
3rd quarter	*106*	*106*	*97*	*120*	*107*	*103*	*115*	*102*	*108*	*97*	*103*	*100*	*103*
4th quarter	*103*	*98*	*100*	*117*	*107*	*102*	*112*	*101*	*109*	*99*	*99*	*100*	*103*
1963 1st quarter	*102*	*96*	*96*	*121*	*104*	*106*	*114*	*105*	*107*	*97*	*98*	*108*	*103*
2nd quarter	*106*	*103*	*94*	*123*	*110*	*107*	*125*	*104*	*113*	*102*	*99*	*103*	*109*
3rd quarter	*109*	*106*	*105*	*117*	*114*	*108*	*122*	*107*	*115*	*103*	*101*	*105*	*113*
4th quarter	*111*	*102*	*109*	*119*	*121*	*110*	*119*	*109*	*117*	*103*	*101*	*110*	*114*
1964 1st quarter	*118*	*104*	*108*	*125*	*137*	*112*	*115*	*111*	*123*	*103*	*102*	*111*	*119*
2nd quarter	*120*	*103*	*109*	*131*	*141*	*110*	*116*	*109*	*123*	*107*	*105*	*105*	*118*
3rd quarter	*120*	*109*	*106*	*126*	*140*	*108*	*110*	*107*	*129*	*104*	*104*	*103*	*114*
1963 October	*107*	*99*	*102*	*106*	*119*	*108*	*117*	*107*	*114*	*101*	*98*	*109*	*109*
November	*111*	*104*	*106*	*118*	*119*	*108*	*115*	*108*	*119*	*103*	*105*	*105*	*114*
December	*116*	*103*	*119*	*133*	*125*	*115*	*126*	*114*	*118*	*104*	*101*	*117*	*118*
1964 January	*119*	*110*	*112*	*122*	*133*	*104*	*111*	*102*	*112*	*100*	*99*	*101*	*105*
February	*117*	*103*	*108*	*127*	*134*	*116*	*121*	*115*	*127*	*101*	*102*	*117*	*124*
March	*117*	*97*	*104*	*125*	*144*	*117*	*114*	*117*	*129*	*108*	*105*	*116*	*127*
April	*119*	*98*	*111*	*131*	*143*	*106*	*111*	*105*	*119*	*106*	*103*	*100*	*113*
May	*117*	*102*	*105*	*130*	*134*	*116*	*120*	*115*	*128*	*114*	*105*	*112*	*124*
June	*124*	*109*	*112*	*131*	*146*	*108*	*118*	*106*	*120*	*102*	*105*	*102*	*117*
July	*112*	*102*	*99*	*115*	*129*	*102*	*98*	*103*	*121*	*97*	*98*	*100*	*108*
August	*125*	*111*	*112*	*130*	*148*	*114*	*123*	*113*	*143*	*111*	*119*	*104*	*120*
September	*123*	*113*	*106*	*134*	*143*	*107*	*108*	*106*	*124*	*105*	*94*	*105*	*113*
October	*117*	*101*	*107*	*129*	*137*	*108*	*114*	*108*	*130*	*105*	*96*	*104*	*120*

(*1*) The figures in square brackets relate to Section code numbers in the Standard International Trade Classification Revised.
(*2* Export List Division 65. (*3*) Export List Divisions 76, 68 and 69.

Retail sales in October

The faster rate of increase in the value of retail sales of recent months continued in October. The seasonally adjusted index rose again in October when it was 117 against 116 in September and during the three months up to October it was, before rounding to whole numbers, over three points higher than during the three months to July compared with rise of 2 points in the third quarter of the year over the second quarter and increases of a point or less between earlier three monthly periods. Because of irregularities in the series, however, these figures are indicative of the sharper rise in the underlying trend of sales rather than an exact measure of its magnitude. As in recent months, the increase in the value of total of retail sales was largely accounted for by non-food shops.

The underlying trend of the volume of sales, which had been moving downwards slowly during the first half of this year, continued in October the upward movement which began about the middle of the year. The increase of two points between September and October in the whole-number figures, however, conceals a much smaller increase in the unrounded figures.

Clothing and footwear shops

The rise in the value of sales by clothing and footwear shops after seasonal adjustment, which started in the third quarter of the year continued in October when the index was 120 against 118 in September. Compared with a year earlier, and before seasonal adjustment, the value of sales was 8 per cent up in October, a much larger increase than in recent months. Each of the three main types of shop showed round about the same increase with footwear a little below average and men's wear a little above. Prices of clothing and footwear continued to edge upwards and were nearly 2 per cent higher than a year earlier in October.

Durable goods shops

The seasonally adjusted index of the value of sales by durable goods shops recovered in October the fall in September and at 121 was the same as in August. The underlying trend of the value of sales is, however, likely to have continued the upward movement of recent months after a period of little change. The value of sales before seasonal adjustment was 10 per cent higher than a year earlier compared with increases of 6 per cent in August and September. Both furniture shops and other durable goods shops had increases in October that were larger than those of recent months. Prices of durable goods continued to be above 2½ per cent higher than last year.

(*Text continued on next page*)

Retail sales seasonally adjusted (a)

Index numbers of value of sales per week.
(i) At current prices. 1961 = 100

	All kinds of business	Food shops	Non-food shops: Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (b)
1963 3rd quarter	109	107	110	112	111	110
4th quarter	110	109	111	111	112	112
1964 1st quarter	112	111	112	110	111	113
2nd quarter	112	112	112	108	114	114
3rd quarter	115	114	115	114	117	116
1963 September	110	108	112	115	110	110
October	109	108	110	110	110	112
November	109	109	109	107	110	110
December	111	108	113	115	114	113
1964 January	112	111	113	111	113	114
February	112	110	113	113	112	113
March	111	111	111	107	109	112
April	113	113	113	108	113	114
May	113	111	113	110	113	113
June	112	112	112	106	115	114
July	113	113	112	109	113	114
August	114	113	115	113	121	115
September	116	115	118	118	117	118
October	117	115	119	120	121	122

(ii) At average 1961 prices.

	All kinds of business	Food shops	Non-food shops
1963 3rd quarter	105	103	106
4th quarter	105	103	107
1964 1st quarter	106	104	107
2nd quarter	105	103	106
3rd quarter	106	103	108
1963 September	105	103	108
October	104	103	105
November	104	104	105
December	106	103	109
1964 January	107	105	108
February	105	104	106
March	105	104	106
April	106	105	107
May	104	102	106
June	105	103	105
July	105	103	106
August	106	103	108
September	107	104	110
October	109	105	112

(a) The total and sub-total series in this table are seasonally adjusted independently from the component series. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between total and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment.
(b) Including general department stores.

Analysis by form of organization

October—Index numbers of values of sales per week and percentage changes compared with a year earlier (a)

1961 = 100

	Total all retailers	%	Independent retailers	%	Multiple retailers	%	Co-operative societies	%
ALL KINDS OF BUSINESS	119	+ 8	115	+ 6	132	+12	104	+ 5
FOOD SHOPS	113	+ 6	109	+ 5	133	+10	101	+ 3
Grocers	115	+ 6 (g)	109	+ 4	139	+10	100	+ 2 (g)
Butchers	113	+ 7	..	..	..	..	..	..
Greengrocers, fruiterers	88	+ 6	88	+ 6	88	+10	82	+ 3
Fishmongers, poulterers	112	+ 7	..	..	..	..	..	..
Bread and flour confectioners	125	+ 7 (h)	118	+ 6	139	+ 9	..	..
Off-licences	118	+15	113	+12	122	+18	..	..
Dairymen	121	+ 8	..	..	..	..	113	+ 7
Other food shops	102	+ 5	..	..	..	..	..	..
NON-FOOD SHOPS	124	+ 9	..	..	..	..	..	..
Clothing and footwear shops	123	+ 8	122	+ 6	126	+11	110	+11
Footwear shops	121	+ 7	122	+ 5	123	+ 9	105	+ 6
Men's wear shops	113	+10	106	+ 8	122	+11	96	+15
Women's wear shops	126	+ 8	126	+ 5	128	+11	115	+11
of which:								
Women's, girls' and infants' wear specialist shops	..		146	+ 2	..		—	
Drapers and general outfitting shops	—		118	+ 7	..		—	
Large (c)	—		133	+ 9	—		—	
Medium (c)	—		115	+ 5	—		—	
Small (c)	—		109	+ 6	—		—	
Durable goods shops	130	+10	122	+ 7	147	+14	121	+12 (f)
Furniture shops	124	+ 8	118	+ 5	146	+21	—	
Large (c)	—		109	+ 2	—		—	
Medium and small (c)	—		121	+ 5	—		—	
Other durable goods shops	136	+11	126	+10 (e)	147	+12*	—	
Radio and electrical goods shops	125	+ 9	126	+10	123	+ 8	—	
Radio and cycle shops, cycle shops, perambulator shops								
Electricity showrooms	143	+10	—		143	+10	—	
Gas showrooms	209	+19	—		209	+19		
Miscellaneous non-food shops (b)	122	+ 9	..	..	..	..	..	..
Confectioners, tobacconists, newsagents	114	+ 6	113	+ 5	123	+12	—	
Booksellers, stationers	..		120	+ 6	..	..	—	
Chemists, photographic goods dealers (d)	109	+11	106	+ 6	114	+17	103	+ 8
Jewellers	105	+12	105	+12	102	+14	—	
Leather goods, sports goods, toys and fancy goods shops	104	+ 9	..	..	..	..	—	
Ironmongers and hardware shops	115	+ 5	114	+ 6	122	+ 2	—	(f)
General Department Stores	124	+ 7	—		—		—	

* Provisional.

Other non-food shops

The value of sales after seasonal adjustment moved upwards sharply in October when the index was 122 compared with 118 in September. Although sales by this miscellaneous group of shops has been increasing fairly rapidly in recent months this increase should not be taken as a measure of the rate at which the underlying trend has been rising.

Food shops

The value of sales by foodshops continued to rise more slowly than non-food shops. The seasonally adjusted index of the value of sales at 115 was unchanged in October but the index of the volume of sales was a point higher.

Notes:

Kind of Business Statistics

(i) These statistics are based on returns from independent retailers (organizations, other than co-operative societies and general department stores, with one to nine branches), multiple retailers (organizations, other than co-operative societies and general department stores, with 10 or more branches), retail co-operative societies and general department stores.

(ii) For independent retailers, multiple retailers and general department stores the figures are based on the total sales, of all types of goods, by each shop and therefore represent the trend of sales in specified kinds of business. Co-operative societies report their sales on a departmental basis and a department's sales are assigned to the most closely corresponding kind of business heading. A single figure is returned for the departments selling durable goods and ironmongery and hardware and this figure is included in the total for durable goods shops.

Index numbers of sales per week, and percentage changes compared with a year earlier (a)

(i) Analysis by broad groups: value and volume.

1961 = 100

(Sales in 1961 £ million)	All kinds of business (£9,095)				Food shops (£4,171)				Non-food shops											
									Total (£4,923)				Clothing and footwear shops (£1,395)		Durable goods shops (f) (£956)		General department stores (£451)		Miscellaneous non-food shops (b) (£2,121)	
	Value		Volume*		Value		Volume*		Value		Volume*									
1962 Year	103	+3	101	+1	104	+4	102	+2	103	+3	100	Nil	102	+ 2	102	+ 2	103	+3	103	+3
1963 Year	108	+4	103	+3	107	+3	103	+1	108	+5	104	+4	107	+ 5	107	+ 4	108	+5	109	+5
1964 Year to date‡	109	+6	102	+3	110	+5	102	+1	107	+6	101	+4	103	+ 5	110	+ 8	104	+5	109	+6
1963 4th quarter	125	+6	119	+4	115	+3	109	+1	133	+7	128	+7	137	+ 8	128	+ 8	140	+6	131	+7
1964 1st quarter	103	+6	98	+5	108	+3	102	+2	98	+8	94	+7	89	+ 8	106	+12	96	+8	101	+7
2nd quarter	109	+6	102	+2	111	+5	102	+1	108	+6	102	+4	108	+ 5	106	+ 8	102	+5	109	+6
3rd quarter	111	+5	103	+1	111	+6	101	Nil	111	+4	104	+2	107	+ 2	112	+ 5	107	+2	113	+6
1964 July	113	+6	105	+2	113	+7	102	+1	114	+4	107	+2	112	+ 3	112	+ 4	120	+1	115	+6
August	107	+4	99	—1	109	+5	100	—1	105	+3	99	Nil	98	— 1	109	+ 6	94	+2	110	+4
September	112	+6	103	+2	111	+6	101	+1	112	+5	105	+3	111	+ 3	114	+ 6	107	+5	114	+7
October	119	+8	110	+4	113	+6	104	+2	124	+9	116	+6	123	+ 8	130	+10	124	+7	122	+9

(ii) Analysis by kind of business: value only.

(Sales in 1961 £ million)	Food shops												Clothing and footwear shops					
	Grocers (g) (£2,406)		Butchers (£641)		Greengrocers, fruiterers (£324)		Fishmongers, poulterers (£81)		Bread and flour confectioners (h) (£196)		Off-licences (£140)		Dairymen (£369)		Other food shops (£14)		Footwear shops (£230)		Men's wear shops (£282)		Women's wear shops (£883)	
1962 Year	104	+4	102	+2	101	+1	102	+2	107	+7	107	+ 7	106	+ 6	103	+3	101	+ 1	102	+2	102	+ 2
1963 Year	108	+4	104	+2	100	—1	106	+3	113	+6	114	+ 7	110	+ 4	98	—5	106	+ 4	107	+4	107	+ 5
1964 Year to date‡	111	+5	106	+5	102	+1	111	+6	118	+6	104	+ 9	118	+ 7	99	+3	103	+ 5	104	+5	103	+ 5
1963 4th quarter	115	+4	112	+2	91	+2	109	+5	121	+5	169	+ 5	113	+ 3	104	—4	134	+ 10	130	+8	139	+ 7
1964 1st quarter	110	+3	108	+4	95	—1	108	+6	110	+7	101	+ 8	113	+ 2	102	+ 3	81	+12	96	+6	89	+ 8
2nd quarter	111	+5	103	+5	113	Nil	113	+6	118	+5	101	+ 7	121	+ 9	100	+ 5	113	+ 5	108	+5	107	+ 5
3rd quarter	112	+6	105	+4	102	+2	113	+7	123	+6	108	+ 9	119	+12	93	+ 1	110	+ 2	105	+1	107	+2
1964 July	113	+7	103	+5	113	+1	120	+9	125	+8	110	+10	121	+11	91	+2	118	+ 5	114	+4	110	+ 3
August	110	+4	103	+5	101	+1	112	+5	120	+3	106	+ 7	118	+12	89	Nil	100	— 2	100	—3	97	Nil
September	113	+6	107	+4	95	+5	109	+7	123	+6	107	+10	118	+12	98	Nil	113	+ 2	102	+2	113	+ 3
October	115	+6	113	+7	88	+6	112	+7	125	+7	118	+15	121	+ 8	102	+5	121	+ 7	113	+10	126	+ 8

(Sales in 1961 £ million)	Durable goods shops (f)								Miscellaneous non-food shops							
			Other durable goods shops													
	Furniture shops (£403)		Total (£472)		Radio and electrical goods shops, Radio and cycle shops, perambulator shops (£368)		Electricity showrooms (£55)		Gas showrooms (£49)		Confectioners, tobacconists, newsagents (£795)		Booksellers, stationers† (£60)		Chemists photographic goods dealers (d) (£261)		Jewellers (£89)		Leather goods, sports goods, toys and fancy goods shops (£76)		Ironmongers and hardware shops (£236)	
1962 Year	102	+ 2	103	+ 3	101	+1	108	+ 8	114	+14	104	+4	105	+ 5	103	+ 3	100	Nil	101	+ 1	102	+ 2
1963 Year	104	+ 2	110	+ 7	105	+4	118	+ 9	137	+19	107	+4	111	+ 6	108	+ 4	105	+ 5	103	+ 2	107	+ 5
1964 Year to date‡	108	+ 9	113	+ 8	105	+6	122	+ 8	159	+22	109	+4	113	+ 8	107	+ 7	100	+12	96	+ 8	108	+ 3
1963 4th quarter	123	+ 8	133	+ 8	128	+5	137	+ 9	170	+34	118	+4	130	+ 6	130	+ 5	154	+ 9	147	+ 5	118	+ 6
1964 1st quarter	103	+15	110	+ 9	106	+6	109	+12	148	+27	106	+4	117	+11	96	+ 6	88	+19	76	+13	103	+ 1
2nd quarter	105	+ 8	108	+ 8	101	+6	120	+ 4	144	+24	107	+3	109	+ 6	108	+ 7	93	+10	95	+ 8	108	+ 5
3rd quarter	110	+ 5	113	+ 6	103	+3	133	+ 9	170	+18	112	+5	112	+ 6	117	+ 7	119	+10	115	+ 5	110	+ 3
1964 July	120	+ 4	106	+ 3	97	Nil	126	+ 7	152	+23	112	+5	116	+ 6	124	+ 9	119	+10	112	+ 5	112	+ 6
August	107	+ 6	112	+ 5	103	+2	126	+ 9	163	+22	112	+5	102	+ 6	117	+ 4	120	+ 7	118	+ 5	115	+ 2
September	106	+ 4	120	+ 8	107	+7	143	+10	190	+14	111	+5	118	+ 6	111	+ 8	118	+13	115	+ 4	104	+ 3
October	124	+ 8	136	+11	125	+9	143	+10	209	+19	114	+6	120	+ 6	109	+11	105	+12	104	+ 9	115	+ 5

† Independent retailers only. * At average 1961 prices. ‡ January-October.

(iii) Multiple retailers and co-operative societies report sales for all branches open in the sales period, so that, in respect of these two forms of organizations, the statistics take account of changes in the number of shops, e.g., the opening of new shops or the closing or disposal of existing shops. In the case of independent retailers and general department stores, however, sales are generally reported for individual establishments and no reliable measure of changes in the number of shops is available on the basis of which an adjustment might be made.

(iv) A description of the series, based on 1961 = 100, was given in the *Board of Trade Journal* of May 10, 1963.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by October, 1964 sales was the four weeks from October 4, 1964, to October 31, 1964, the corresponding period in 1963 was from September 29, 1963, to October 26, 1963. As the figures are based on the value of sales, they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1957 turnover groupings. Large denotes shops with sales of £100,000 and over in 1957. Medium denotes shops with sales of £15,000 and under £100,000 in 1957. Small denotes shops with sales of under £15,000 in 1957.

(d) These index numbers do not allow for chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and electrical goods shops and radio and cycle shops, cycle shops, perambulator shops.

(f) See Note (ii) above.

(g) Including the bakery departments of co-operative societies.

(h) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

Hire purchase business in October

CREDIT ADVANCED by hire purchase finance houses appears to have been maintained in October at the comparatively high level of previous months of the year, after allowing as far as possible for normal seasonal movements. Sales on hire purchase and other instalment credit terms by household goods shops also appear to have been maintained in October but month-to-month irregularities in the figures make it difficult to discern the trend with certainty. Instalment debt outstanding to businesses of both types rose by a further £11 million during October to a total of £1,094 million.

Household goods shops

The seasonal rise in the value of sales on hire purchase and other instalment credit terms by household goods shops, which was noted in the statistics for September, continued in October. Sales in October were higher than a year earlier by around 5 per cent. In September there was a slight fall. Taking the two months together, in order to iron out some irregularity in the monthly figures, sales were a little more than last year. Sales in the hardware, radio, electrical etc. group of shops were mainly responsible for the rise; sales in furniture and furnishings shops, the other main category, were much the same this year as last in the two months September-October taken together.

Instalment debt outstanding to household goods shops as a whole, at £342 million at the end of October, showed a rise of £3 million during the month.

Finance houses

New credit extended by finance houses in October was slightly higher than in the previous month but this change appears to be largely of a seasonal character and, allowing for this, new business in October appears to be broadly in line with earlier months of the year. Compared with a year ago, extensions of new credit were up by about one-sixth compared with a rise of over one quarter in September, but last year October business, allowing for seasonal influences, was higher than in September.

Among the various types of goods, credit for industrial and building plant and equipment continued buoyant in October, the value of new credit advanced being as in August and September, about 50 per cent more than in the comparable period last year. Advances on these goods represents a small part of finance house lending which is mainly directed towards cars; new credit for new cars was about one-sixth higher than in October last year and that for second-hand cars was up by about one-fifth.

Direct instalment debt owing to finance houses rose by a further £8 million in October to a total of £752 million at the end of the month. Amounts owing by retailers under block discounting arrangements were unchanged at £47 million.

(*Continued on next page*)

Debt

Table 1. – Estimates of hire purchase and other credit instalments outstanding

END OF PERIOD — £ million

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Owed directly to household goods shops	1962	304	301	296	293	292	294	295	297	300	304	308	318
	1963	316	313	311	308	311	313	315	319	323	324	329	340
	1964	339	338	337	335	336	336	337	338	339	342		
Owed directly to finance houses	1962	606	598	592	590	593	593	597	593	590	583	575	569
	1963	562	559	563	573	584	593	603	608	611	615	618	614
	1964	618	631	648	668	688	706	722	733	744	752		
Total of above	1962	910	899	888	883	885	887	892	890	890	887	883	887
	1963	878	872	874	881	895	906	918	927	934	939	947	954
	1964	957	969	985	1003	1024	1042	1059	1071	1083	1094		

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Table 2—Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended			Repayments	Change in Debt
	For household goods	For other durable goods	Total		
1958	292	363	655	547	+108
1959	394	523	917	624	+293
1960	301	519	820	734	+ 86
1961	283	515	798	806	— 8
1962	301	437	738	778	— 40
1963	318	500	818	751	+ 67
1961 1st quarter	64	136	200	201	— 1
2nd quarter	69	164	233	210	+ 23
3rd quarter	72	126	198	202	— 4
4th quarter	78	89	167	193	— 26
1962 1st quarter	63	104	167	206	— 39
2nd quarter	69	128	197	198	— 1
3rd quarter	79	114	193	190	+ 3
4th quarter	90	91	181	184	— 3
1963 1st quarter	66	102	168	181	— 13
2nd quarter	74	146	220	188	+ 32
3rd quarter	83	133	216	188	+ 28
4th quarter	95	119	214	194	+ 20
1964 1st quarter	79(a)	150	229	198	+ 31
2nd quarter	76	189	265	208	+ 57
3rd quarter	82	168	250	209	+ 41

(a) Fourteen weeks.

Tables continued on next page

Notes on statistics

The statistics in this article are derived from monthly returns made to the Board of Trade by two types of contributor – household goods shops and finance houses. The household goods shops give the value of the goods sold on credit. Covered in this full credit price would be the full cash price, including the down payment, and, where the credit is provided by the shop, any credit charges. From these figures the index numbers of credit sales per week given in Table 3 are derived. These figures include all goods sold on instalment credit terms by the retailers concerned, whether they themselves finance the credit extended or whether this is financed by another organization, for example, a finance house. The contributors comprise electricity and gas showrooms, co-operative societies, department stores and multiple and independent retailers. Clothing shops, mail order houses and credit traders calling on customers for orders are not included. From April 1964 department stores were asked to include sales on budget accounts in their monthly returns of instalment credit business and to cover sales in other departments as well as household goods departments, sales of which were not separately distinguished in the returns from that date. The index numbers for May and subsequent months will therefore reflect changes in sales under this wider definition.

The contributing finance houses, on the other hand, send in figures of the value of new credit extended, including credit charges, during the month. Down payments on the articles are not included. These figures form the basis of Table 4. In so far as goods sold by the household goods shops, whose credit sales comprise Table 3, are financed by direct agreements made between a finance house and the buyer, the new credit extended would also figure in Table 4, as well as being part of the value of sales covered by Table 3.

New business of household goods shops

Table 3. – Index numbers of value of goods sold on hire purchase and other instalment credit per week

Average for 1957 = 100

		Year	Jan.	Feb.	March (a)	April	May	June (a)	July	Aug.	Sept. (a)	Oct.	Nov.	Dec. (a)
Furniture and Furnishings Shops	Total (multiple and independent retailers, co-operative societies)	1962	98	96	94	100	105	104	115	108	113	124	131	140
		1963	93	87	94	105	114	102	121	110	122	128	140	148
		1964	106	104(a)	102	112	107	107	119	107	115	137		
	of which: Multiple retailers (b)	1962	103	100	94	102	106	114	126	115	118	131	139	151
		1963	101	96	98	114	120	115	132	117	130	140	147	161
		1964	112	114(a)	105	125	116	124	12v	119	127	160		
	Independent retailers	1962	89	90	89	93	97	89	97	92	99	108	113	122
		1963	81	75	85	93	100	84	100	95	103	109	122	127
		1964	93	86(a)	88	90	89	84	99	85	91	104		
Hardware, Radio, Electrical Goods, Cycle and Perambulator Shops	Total (multiple and independent retailers, co-operative societies, gas and electricity showrooms)	1962	89	89	93	88	98	116	118	112	116	120	127	136
		1963	97	97	102	96	112	119	118	118	128	129	135	140
		1964	108	107(a)	105	107	112	120	118	121	128	137		
	Of which (multiple and independent): Radio and electrical goods, cycles and perambulator shops	1962	68	61	60	62	66	78	79	78	75	82	86	106
		1963	71	67	67	66	73	74	79	82	78	78	82	101
		1964	75	66(a)	64	70	71	70	72	74	72	79		
Department Stores: Household goods departments		1962	142	114	111	117	120	121	148	122	134	153	160	155
		1963	138	109	111	116	129	112	155	119	134	158	172	162
		1964	152	118(a)	114	124	127(c)	117	141	119	135	158		
Total, Household Goods Shops		1962	97	94	94	95	103	111	119	111	116	124	131	139
		1963	98	93	99	101	114	111	122	114	126	131	140	145
		1964	110	107(a)	105	110	111	114	120	115	123	139		

(a) Average of five weeks.
(b) Multiple retailers are defined as those having ten or more branches.
(c) Not strictly comparable with previous months – see Notes on Statistics.

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New business of finance houses

Table 4. – Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month

Monthly average 1957 = 100

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Private cars – new	1962	124	145	168	169	238	201	199	145	137	158	148	102
	1963	159	161	245	270	314	255	274	204	201	235	208	146
	1964	242	262	326	349	334	340	338	260	265	272		
Private cars – used	1962	96	121	134	138	179	162	169	152	126	133	111	78
	1963	81	104	151	168	188	160	181	162	149	163	141	112
	1964	147	176	197	234	232	234	235	206	200	194		
Commercial motor vehicles – new and used	1962	155	157	171	157	185	161	160	130	127	143	136	94
	1963	122	123	160	168	188	155	169	140	139	171	162	135
	1964	177	172	198	217	209	204	191	155	171	183		
Motor cycles, side-cars, power assisted cycles – new and used	1962	43	64	78	82	106	95	96	82	68	66	51	33
	1963	30	40	72	87	102	88	97	94	73	71	57	40
	1964	47	67	72	88	102	106	102	99	90	84		
Caravans – new and used	1962	95	127	172	175	222	205	217	198	160	153	115	76
	1963	74	98	178	242	235	216	231	209	177	173	136	93
	1964	112	145	195	238	223	238	245	227	207	195		
Farm equipment and tractors	1962	93	105	143	110	112	116	141	151	139	153	126	75
	1963	90	86	134	139	143	119	162	179	170	166	153	114
	1964	155	122	152	192	139	185	185	198	174	199		
Industrial and building plant and equipment	1962	254	300	337	266	302	254	286	212	216	235	209	181
	1963	233	217	312	295	329	276	339	260	264	313	312	263
	1964	366	386	380	469	468	442	479	381	391	473		
Household goods (*a*)	1962	118	98	90	88	110	105	120	115	107	120	117	110
	1963	128	96	108	107	124	105	120	120	118	133	127	128
	1964	148	117	122	124	121	116	103	97	108	111		
All goods (including goods not shown above)	1962	121	133	147	142	179	160	168	143	127	140	126	94
	1963	115	116	164	177	201	169	189	162	154	175	157	129
	1964	174	184	209	236	230	231	228	194	197	203		

(*a*) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Both types of contributor also return monthly totals of instalments outstanding to them at the end of each period. These figures are brought together in Table 1. The estimates of debt owed direct to household goods shops relate to agreements entered into between customers and retailers. These estimates include the amounts outstanding on agreements which are subsequently discounted by finance houses. The debt outstanding on agreements made direct between finance houses and retail customers is, however, excluded from the debt owed to shops and included in the total of instalments owed to finance houses. This total does not include the amounts which have been discounted with finance houses. Included with finance houses are some manufacturers who finance credit sales of their own products.

Table 2 gives total credit transactions of finance houses and household goods shops combined. For further details see Economic Trends No. 95, September 1961. The figures were revised in the *Board of Trade Journal* of August 17, 1962, in the light of more comprehensive information about deposits on household goods derived from the Family Expenditure Surveys. Returns from household goods shops for February 1964 covered five weeks, in order that dates for the standard periods of four, four and five weeks in each quarter, for which the bulk of shops report their figures, should be brought more into line with calendar months. The estimate of new credit extended for household goods in the first quarter of 1964 consequently relates to 14 weeks, compared with 13 weeks in other quarters shown.

The repayment figures are derived from the new business and change in debt outstanding reported by contributors and thus necessarily include sums written off as irrecoverable and lump sum settlements of outstanding balances in addition to normal weekly, monthly or other periodical instalments.

Tables 1, 3 and 4 are based upon estimates derived from the Census of Distribution for 1957. The results of the 1961 Census of Distribution show that many cycle and radio shops are now classed as radio shops owing to a shift in the balance of their sales. Consequently, the category 'cycle shops, cycle and radio shops, perambulator shops', which was distinguished in Table 3 up to December 1962, is now combined with the radio and electrical goods shops pending the examination of the current kind of business of contributors which will be part of the re-basing of these monthly statistics on the Census for 1961.

The estimates in £'s million of goods sold on hire purchase and other instalment credit during 1957, on which Table 3 is based, are: furniture and furnishings shops, 138.32, of which multiple retailers, 58.76 and independent retailers, 59.80; hardware, radio and electrical goods shops, electricity and gas showrooms, cycle and perambulator shops, 153.92; of which radio and electrical goods, cycle and perambulator shops 98.80; department stores (household goods departments), 22.36 Total, household goods shops, 314.60.

The estimates in £'s million of the amount of new hire purchase and other instalment credit extended in 1957 by finance houses, on which Table 4 is based, are: private cars (new), 55.96 and (used), 122.36; commercial motor vehicles, 46.25; motor cycles, etc., 32.33; caravans, 7.03; farm equipment and tractors, 7.53; industrial and building plant and equipment, 17.02; household goods (including pedal cycles) 49.01; and all goods, 350.57.

Production of man-made fibres in October

TOTAL PRODUCTION by weight of man-made fibres in October was 10 per cent more than the previous record total (69.7 m.lb.) set up in January this year and 16 per cent more than in October 1963. Within the total continuous filament showed an increase of 11 per cent and staple fibre an increase of 21 per cent compared with October 1963.

(Million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1960 (quarterly average)	67·2	80·8	148·0
1961 (quarterly average)	65·5	75·4	141·9
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1963 2nd quarter	82·6	95·4	178·0
3rd quarter	80·5	90·9	171·4
1964 2nd quarter	93·9	109·3	203·2
3rd quarter	89·6	105·4	195·0
1963 August	25·0	26·9	51·8
September	27·1	32·1	59·3
October	31·0	35·1	66·1
1964 August	27·9	32·9	60·8
September	30·4	36·7	67·1
October	34·3	42·4	76·7

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, December 4, 1964.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Faces of Harlow	Contemporary Films Ltd.	Derrick Knight & Partners Ltd.	Br/E 29864	30	November 30
Pathe Pic. Series 508/520:					
Pathe Pic. No. 520	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29865	8	December 1
Look at Life Series 23:					
One for the Road	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 29873	10	December 3
Look at Life Series 24:					
Old School Tie	" "	" "	Br/E 29874	10	December 3
Flying to Work	" "	" "	Br/E 29875	9	December 3
Drummers of the Queen	" "	" "	Br/E 29876	9	December 3
Mining Review No. 4 – 18th Year	Data Film Distributors Ltd.	National Coal Board	Br/E 29877	9	December 3
Movietone News 1851A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29460	7	December 4
Movietone News 1852	" "	" "	Br/E 29461	8	December 4
Pathe News 64-97	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29572	8	December 4
Pathe News 64-98	" "	" "	Br/E 29573	8	December 4
		FOREIGN			
Red Stain	Contemporary Films Ltd.	Ceskoslovensky Filmexport, Prague	F 29856	10	November 30
Red and Black	" "	Film Polski, Warsaw	F 29857	7	November 30
Pan	" "	The Netherlands Government Information Service, The Hague	F 29858	22	November 30
Hootenanny Hoot	Metro-Goldwyn-Mayer Pictures Ltd.	Four Leaf Productions Inc.	F 29859	91	November 30
Looking for Love	" "	Euterpe Inc. and Franmet Productions Inc.	F 29860	83	November 30
36 Hours	" "	Perlberg Seaton Productions Inc.	F 29861	115	November 30
The Secret Invasion	United Artists Corp. Ltd.	San Carlos Productions Inc.	F 29862	98	November 30
Lad: A Dog	Warner-Pathe Distributors Ltd.	Warner Brothers Incorporated	F 29863	98	November 30
13 Frightened Girls	Columbia Pictures Corp. Ltd.	William Castle Productions	F 29866	87	December 1
Sardonicus	" "	" "	F 29867	83	December 1
Playgirls and the Vampire	S.F. (Film) Distributors Ltd.	Nord Films, Rome	F 29868	67	December 1
The Head	" "	Prisma Wolfgang Hartwig and Rapid Film Productions, Munich	F 29869	91	December 1
Silken Skin (La Peau Douce)	Gala Film Distributors Ltd.	Films Du Carrosse, Paris	F 29870	118	December 2
How I Lived as Eve	" "	International Film Enterprises	F 29871	61	December 2
Duel of Champions	Grand National Pictures Ltd.	Tiberia Film, Rome	F 29872	79	December 2
Coy Decoy	Rank Film Distributors Ltd.	Universal International Films Inc.	F 29878	6	December 3
Saddle Sore Woody	" "	" "	F 29879	6	December 3
Freeway Fracas	" "	" "	F 29880	6	December 3
Skinfolks	" "	" "	F 29881	6	December 3
Woody's Clip Joint	" "	" "	F 29882	6	December 3
Deep Freeze Squeeze	" "	" "	F 29883	6	December 3

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Government surplus sales by auction

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1964	Stores	Location	Auctioneers
Dec. 15 .	Clothing, textiles, furniture and miscellaneous stores.	Command Ordnance Sub-Depot, Reed Hall, Colchester.	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171).
Dec. 17-18 .	Saloon and estate cars: vans; Land Rovers; 'Champs'; trucks and tractors (petrol and diesel); mobile cranes; road roller; ambulances; motorcycles; M.T. spares; chemical plant spares including valves, flanges, stainless and mild steel tubes, plates, nuts and bolts; brass billets; aluminium tubing and sheet; lead pipes and sheet; earthenware pedestals and bends; electric cable; steel helmets; canvas; rope; rags; mounted greatcoats; mattresses; pillows; enamel ware; furniture; oil; paint, etc.	Ordnance Disposal Depot, Bowhouse, Hurlford, near Kilmarnock, Ayrshire.	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).
1965			
Jan. 14 .	Machine tools, woodworking machines and miscellaneous stores.	Technical Stores Sub-Depot, Old Dalby, Leics. (*Sale at Melton Mowbray.*)	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081).
Jan. 19 .	Clothing, M.T. spares, engineering and electrical spares, nuts and bolts and miscellaneous stores.	Ordnance Storage and Disposal Depot, Ruddington, near Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
Jan. 26 .	Batteries 24V, watches, textiles and miscellaneous stores.	Ordnance Disposal Depot, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

SALE BY TENDER

Air compressors; projection welding machines; shot blast plant; testing equipment; pumps; conveyor ovens; gas and oil fired furnaces, etc. Locations: Ministry of Defence (Army Department), Ordnance Storage Depot, Branston, Burton-on-Trent, Staffs. Application for tender forms should be made to Ministry of Defence (AD), Directorate of Sales, 4 (b) (ii), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by January 12, 1965. Permission to view on presentation of tender forms only.

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1965	Stores	Location	Auctioneers
Jan. 21 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD1), Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).
Jan. 21 .	Sale will include Atkinson buildings 362 ft. by 212 ft., 167 ft. by 77 ft., 122 ft. by 77 ft. (with maple floor), 92 ft. by 77 ft.; Romney and Seco huts; six 12,000-gallon underground petrol tanks; large quantity of copper piping; radiators, calorifiers and miscellaneous stores – approximately 300 Lots in excellent condition.	Royal Air Force, Langar	Walker, Walton & Hanson (AFD1), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272-8).
Jan. 28 .	Miscellaneous stores and equipment . .	No. 14 Maintenance Unit, Royal Air Force, Carlisle	Harrison & Hetherington Ltd. (AFD1), Botchergate, Carlisle. (Tel. Carlisle 26292/3).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

Cinema admissions and takings in October

DURING October, counted as a 5 week period, the weekly average of admissions to cinemas in Great Britain was 7·0 million and the weekly average of gross box office takings was £1·20 million.

100 new jobs at Skelton, Yorks.

THE INDUSTRIAL Estates Management Corporation for England have announced that negotiations have been concluded with International Gasket Ltd., whereby the firm will occupy the vacant Board of Trade factory at Skelton Industrial Estate, Skelton, Saltburn-on-Sea, Yorkshire.

The company anticipate that production installations in the 15,600 sq. ft. factory will commence in January, 1965, and that jobs for 30 men and 70 women will have been provided by the end of the year.

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THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1:

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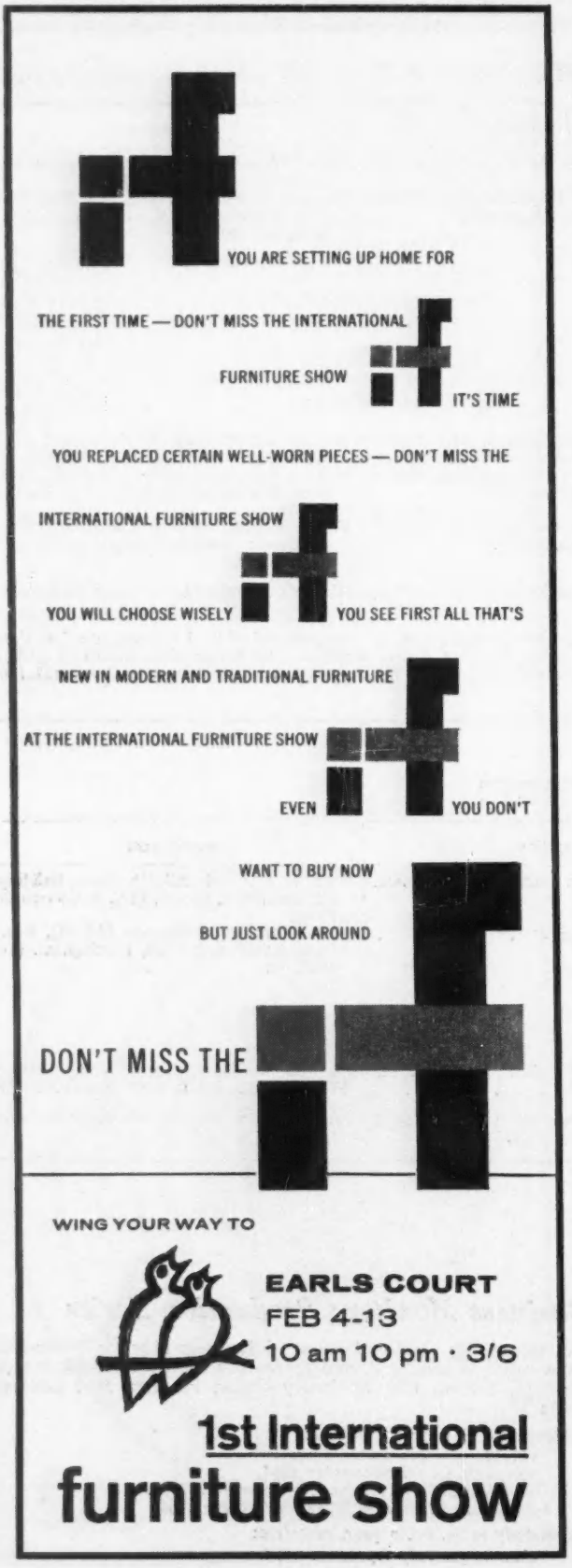

US firms interested in Scotland

UNITED STATES firms planning expansion overseas are taking a greater interest in Scotland than ever before. This is the clear conclusion of Lindsay Aitken, Head of the Development Division of the Scottish Council (Development and Industry) who has just returned from a five-week tour of North America, talking to individual companies about the benefits of opening up in Scotland. 'I was most impressed with the increase in the number of firms who said that they had already decided in principle to set up in Europe, and they would now examine Scotland as a possible base for these operations', he said.

He was accompanied on the 20,000 miles tour by James Reid, also of the Development Division, and between them they had discussions with no fewer than 150 firms between New York and San Francisco in one direction and Toronto and Texas in the other – that is, three meetings a day each.

At the moment there are over seventy firms of North American origin in Scotland employing about 50,000 people, many of whom are major exporters. Their contribution to the Scottish economy in terms of their sub-contracting with other Scottish firms is considerable.

Mullard extend Haydock factory

EXTENSIONS TO THE Mullard valve factory at Haydock, near St. Helens, Lancashire, which were opened on November 25, will allow the present staff of nearly 300, who have mainly been recruited during the last year, to be increased to 400 in the next few months. The Haydock factory commenced operations in November 1963 and is one of six 'feeders' carrying out assembly work on radio and television valves for the parent plant at Blackburn.

Mullard Ltd. state that they have received the maximum co-operation of the Board of Trade and Local Authorities in the planning and implementation of the extensions which will prove an added source of employment for female labour in the Haydock and St. Helens areas.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the undermentioned patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	October 29, 1964	
950,287	Compagnie des Transmissions Mecanique Sedis	Toothed belt.
955,264	Regie National des Usines Renault	Pneumatic control cylinders.
	November 10, 1964	
849,440	Rondot, J. A. G.	Submarine vessels for transport of petroleum, etc.
872,125	Midland Silicones Ltd.	Containers.
872,869	Akt: Ges: Brown Boveri et Cie	Circuit breaker with plug isolators.
874,342	Akt: Ges: Brown Boveri et Cie	Jet ignition for mercury vapour current convectors.
908,017	Scott Ltd., A. & R.	Non-caking common salt.
953,382	Soc. des Forges et Ateliers du Creusot	Overhead travelling cranes.
956,323	Soc. des Forges et Ateliers du Creusot	Tipping mechanism for steel converter.
	November 12, 1964	
772,891	de Villiers, C.P.R.	Closed cycle thermal power plants.
871,081	Centre National de la Recherche Scientifique	Liquid processing of surfaces.
888,406	de Havilland Aircraft Co. Ltd.	Insulation stripper and soldering iron.
947,181	Landis & Gyr, Ltd.	Machining apparatus.
953,161	de Villiers, C.P.R.	Epicyclic variable ratio transmission apparatus.
	November 18, 1964	
717,198	United Shoe Machinery Co. Inc.	Twine joints.
756,960	United Shoe Machinery Co. Inc.	Twine jointing method and machine therefor.
831,758	Societe Bertin & Cie.	Heat exchangers.
949,787	Societe Metallurgique d'Imphy	Cast ferrous materials.
965,081	Solvay & Cie. Patent of Addition to No. 913,687.	Sodium perborate.
965,084	Lumalampan, A.B.	Electroluminiscent device.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents, may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

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Exhibitions and Fairs

Special import concessions for UK exhibition in Tokyo

BRITISH OVERSEAS FAIRS LTD., of London, have announced that as a gesture of good will towards Britain's efforts to increase exports to Japan, the Japanese Government have agreed to special import concessions for goods displayed at the British Exhibition, Tokyo, September 17-October 3, 1965. The Japanese Ministry of Trade and Industry have granted special import licences for all goods displayed at the exhibition which are in categories still officially subject to quotas or other restrictions. Such goods may, therefore, be sold to customers in Japan for immediate delivery at the close of the exhibition, and sales made will not be counted against normal quotas.

This also means that the Japanese authorities will co-operate fully in facilitating the speedy importation of all goods which are to be displayed at the exhibition. Britain's exports to Japan in the first six months of 1964 have risen by almost one-third over the corresponding period on 1963.

Industries already well represented at the forthcoming exhibition include services, factory equipment, machinery, engines, nuclear power plant and other nuclear products, cars, consumer durables, soft goods, beverages and foodstuffs. Between 30,000 and 40,000 buyers are expected to visit the exhibition, which will have a programme of supporting events specially designed to create a climate favourable to the sale of British goods.

Mr. S. F. Weldon (right) managing director of Caxton Chocolate Co. Ltd. of London, receives the silver medal awarded for their plain dessert chocolate couverture Montezuma, at the recent world selection of chocolate products held in Paris. The medal, which was the highest award in the couverture category, is being presented by the president of the jury, Monsieur Foulon, who is also President de Compagnie des Courtiers-Gourmets.

Frankfurt Clothing Textiles Fair (Interstoff)

'GREAT BRITISH EFFORTS to sell to the Continent' was how a Frankfurt newspaper described the UK participation on the opening day of the 12th Interstoff Trade Fair for clothing textiles which took place in Frankfurt Am Main from November 24-27. With almost 400 exhibitors, Interstoff has demonstrated once again its importance in the fashion-conscious European textile market.

About 60 per cent of the exhibitors came from outside Germany and there was strong representation from Britain, France, Italy, Austria and Holland as well as participation by nine firms from the United States. As is usual at this fair, buyers and agents came from all parts of the world to assess the fashion trends for the Autumn and Winter season of 1965-66, and to place their orders. For example, sales of British woollen cloth were made to places as far apart as Kuwait and Sweden.

Twenty-one British firms participated in the group stand sponsored by the Textile Promotion Consultative Committee and the Board of Trade. As at previous fairs the TPCC organized an attractive information stand, manned by representatives of the National Wool Textile Export Corporation and the Cotton Board, where sample lengths from a further 18 manufacturers were also displayed. In addition nine British firms exhibited independently. HM Consul General, Frankfurt, and HM Counsellor (Commercial), at the British Embassy, Bonn, visited the UK exhibitors on November 25.

The designs and types of fabrics displayed by the British exhibitors were welcomed by German and other overseas trade buyers who found that special and successful efforts had been made to cater for Continental tastes. Particular interest was shown in high fashion woollen fabrics for ladies' outerwear and in the wide variety of tartans and handwoven tweeds. One British firm exhibiting high class woollen fabrics and tweeds from Scotland reported over 100 interested inquiries as well as 25 sample orders.

The majority of all the woollen manufacturers at the fair were exhibiting textile piece-goods for the ladies' trade: high quality men's worsted suitings were also on show, but the experience of the British exhibitors was that they attracted less attention. Another feature of this Winter fair was the interest in non-woollen fabrics, particularly for ladies' dresses. The British group stand included a manufacturer of cotton and synthetic piece-goods: and the representative of the Cotton Board was able to deal with other inquiries in this field. In addition a group of British firms promoting a new man-made fibre were exhibiting independently.

At the close of business almost 11,000 trade buyers, of which 4,000 came from outside Germany, had visited the Fair, a 20 per cent increase on the number recorded in November last year. The organizers reported that there had been special trade interest both in fashions and in technological advances in textiles such as new developments in crease-resistant cloths and stretch fabrics, and that materials for leisure and sports wear had been particularly well regarded.

The Frankfurt Interstoff is growing in strength and offers a first-class opportunity for British firms to assess Continental and world markets and to present the range of textiles in which Britain has a pre-eminent international reputation.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
Europe	*Dec. 4*	*Mar. 5*
United Kingdom ...	*Nov. 6*	*Feb. 5*
Outside Europe ...	*Oct. 2*	*Jan. 1*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No respnsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 3557, Germany and Scandinavia; 2783, France, Italy, Benelux, Switzerland, Austria, Finland, Greece, Turkey and Middle East: 3558, United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

** indicates event which is held annually at approximately the time stated.*

† indicates event which is held alternate years at approximately the time stated.

Additions to Classified Lists

The fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on December 4, November 6, and October 2 respectively.

EUROPE

Addition:

STOCKHOLM: INTERNATIONAL HOSPITAL EXHIBITION. June 16-24, 1965.
Apply, Hospital 65, Storangsvagen 18, Stockholm.

UNITED KINGDOM

Addition:

LONDON: INTERNATIONAL OPTICAL TRADE FAIR. July 5-8, 1966. At Grosvenor House, London, W.1.
Apply, Ophthalmic Exhibitions Ltd., Columbia House, 69, Aldwych, London, W.C.2. (Tel: Chancery 6146).

OUTSIDE EUROPE

Addition:

MONTREAL: GROCERY AND SUPERMARKET SHOW. April 25-28, 1965.
Apply, Industrial and Trade Shows of Canada, 481, University Avenue, Toronto 2.

HOW OVERSEAS PRESS CORRESPONDENTS CAN HELP EXPORTERS

COPIES *of the Board of Trade booklet "Overseas Press Correspondents in London: How they and Industry can help each other" are available free of charge from Board of Trade, Information Division, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1.—or telephone Abbey 7877, Ext. 2768.*

The booklet explains how trade associations and individual firms, if assisted by the right material and facilities, can gain valuable publicity by disseminating information which is both of interest to their audience and of value to British exporters. Many suggestions are made on how to set about it, and there is a full list of the names and addresses of overseas press representatives in and around London.

Opportunities for UK exporters in Holland

NEARLY 200 British manufacturers, representing 26 industries, attending a 'briefing' meeting in London in preparation for the British Week in Amsterdam next May, were given this warning today: 'Quality goods are no longer a British monopoly. Swedish, West German, and Japanese products are frequently as good. Traditional Dutch good-will for Britain is not enough to get sales in Holland. Products must sell on their merits. British manufacturers should raise the status of their salesmen. A director who can arrange on the spot for immediate modification of design or delivery date is needed to compete with West German firms which do this consistently with success.'

The speaker was Mr. Anton Dreesman, director of Vroom and Dreesman, one of Amsterdam's largest departmental stores. Holland, he said, offered many opportunities for British exporters who would make an effort. Dutch housewives were looking more than formerly for products they liked and they could afford to pay for them.

Mr. J. A. Turpin, Commercial Counsellor at the British Embassy at The Hague, said that between one quarter and one third of all Dutch imports were of consumer goods but of Britain's exports to Holland only one tenth covered consumer goods. In present-day boom conditions in Holland there was clearly an opportunity for this percentage to be increased.

Suggestions made recently that the Dutch had 'boycotted' the British Samples Fair in Amsterdam were without foundation.

The meeting was called by the Export Council for Europe which is organizing the British Week in Amsterdam in co-operation with the Board of Trade.

At a press conference after the meeting, Mr. A. R. Glen, chairman of the Export Council for Europe, said: 'What Britain needs is not thousands of inexperienced firms exporting but greater efforts by the determined and efficient firms.'

British exports to West Europe could be stepped up by £250 million a year, he added. At present 43 per cent of all British exports went to West Europe, representing £1,800 million—which was 8 per cent of the import needs of the area. By comparison West Germany exported 53 per cent of its total to the same area, equalling £3,100 million and corresponding to 14 per cent of the import needs of West Europe.

Pulling the self-supporting aerial power cable off its drum mounted at one end of the Mirpur bridge on the 11 kV cable route between Dhanmandi thermal power station, at Dacca, and the new East Pakistan radio transmitter, Savar. The cable was suspended from the underside of the steel girder spans of this 700ft. river bridge.

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of F.B.I. which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376).

Electronic controls for industry

THE APPLICATION of electronic control devices to mechanical processes was the theme of the exhibition of Electronic Controls for Industry which opened at the United States Trade 'Center' on December 8. The exhibition will be open until December 18.

On show will be the products of 50 American manufacturers specializing in this field.

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,, (Airport)	Building 66, Renfrew	,,
LEICESTER	15 Rutland Street	'LEWINJOHN'
LEEDS	Yeadon Airport	'GATEJOHN'
HARWICH	21 Garland Road	'JOHNSTON'
PARIS	8 Rue D'Enghien	'JOHNWIN'
,, (Airport)	Aerogare Fret Orly	'WINGAIR'
HAVRE	7 Rue des Drapiers	'JOHNGATE'
TORONTO	217 Bay Street	'STONGATE'
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TRADE AND FINANCIAL ARRANGEMENTS

FBI and the East German Chamber of Foreign Trade

THE FBI have announced that at recent meetings with the East German Chamber of Foreign Trade to discuss arrangements for trade between the United Kingdom and East Germany in 1965, it was agreed to extend the 1964 arrangements for six months ending June 30, 1965 on a pro rata basis.

The respective authorities of the two parties have agreed to issue the necessary import licences. A further meeting to review progress will be held at the end of March.

Spain and France

INFORMATION ABOUT the trade agreement between Spain and France was published in the *Board of Trade Journal* of January 10 (page 59). It has now been announced that the agreement has been renewed, without change, until October 31, 1965.

Dahomey and USSR

THE DAHOMEY *Chamber of Commerce Bulletin* of November 7, 1964, gives details of the trade agreement originally signed at Porto-Novo on July 10, 1963. It is reported that instruments of ratification were exchanged at Cotonou on July 17, 1964, and that the agreement would therefore enter into force on August 1, 1964.

Among products for export from USSR to Dahomey are: machine tools, cars and lorries, tractors, agricultural machines and instruments, building materials, petroleum products, tobacco, fertilizers and chemical products.

Palm-oil, copra, ground-nuts, castor-oil plants, cotton, kapok, teak and various fruits appear in the list of intended Dahomey exports to USSR.

The French text of the announcement and lists may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Hints to business men visiting Ceylon and Portugal, Madeira and the Azores

REVISED EDITIONS of the booklets on Ceylon and Portugal, Madeira and the Azores have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146) or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

ARGENTINA

Bridge Construction for Direccion Nacional de Vialidad. May 21, 1965. E.S.B. 35442/64.

AUSTRALIA

Cranes for Snowy Mountains Hydro-Electric Authority. (Further Information.) Tender documents now available. E.S.B. 34663/64.*

Ticket Issuing Machines for Western Australian Government Tender Board. January 7, 1965. E.S.B. 35207/64.*

Electricity Trust of South Australia:

Circuit Reclosers and Sectionalizers. January 21, 1965. E.S.B. 35293/64.

Concrete Chimney. January 21, 1965. E.S.B. 35292/64.

Pump Sets. January 26, 1965. E.S.B. 35206/64.

BURMA

Textiles for Ministry of Supply and Co-operative Corporation. From December 28, 1964, to January 30, 1965. E.S.B. 34759/64.

Socialist Economy Construction Committee (Central):

Air Compressors. December 28. E.S.B. 34794/64.*

Pumps. December 28. E.S.B. 34795/64.*

People's Stores Corporation:

Ambulances. December 30. E.S.B. 34748/64.*

Asphalt. December 16. E.S.B. 34774/64.

Lock Drawers. January 5, 1965. E.S.B. 35456/64.*

Door Knobs, Catches and Hooks. January 5, 1965. E.S.B. 35457/64.*

Screws. January 5, 1965. E.S.B. 35458/64.*

Padlocks. January 5, 1965. E.S.B. 35459/64.*

Printing Stores. December 24. E.S.B. 35460/64.*

Catering Equipment. December 28. E.S.B. 34799/64.*

Catering Equipment. December 28. E.S.B. 34757/64.*

CEYLON

Chemicals for Eastern Paper Mills Corporation. (Further Information). Tender documents now available. E.S.B. 34393/64.*

Ministry of Land Irrigation and Power:

Construction of Tunnel and Surge Shaft. (Further Information.) Closing date postponed to December 29. E.S.B. 26990/64.

Cables. January 19, 1965. E.S.B. 35216/64.

Electric Fans. (Further Information.) Tender documents now available. E.S.B. 34394/64.*

Ministry of Health:

Injections. (Further Information.) Tender documents now available. E.S.B. 31721/64.*

Medical Equipment. (Further Information.) January 26, 1965. Tender documents now available for loan. E.S.B. 32580/64.*

Pharmaceuticals. March 2, 1965. E.S.B. 35203/64.*

COLOMBIA

National Railways:

Iron Bars and Sheets. January 11, 1965. E.S.B. 35421/64.*

Cranes and Freight Equipment. January 11, 1965. E.S.B. 35422/64.

Electric Plant and Soldering Equipment. January 11, 1965. E.S.B. 35423/64.

Generators. January 11, 1965. E.S.B. 35425/64.*

Compressors. January 11, 1965. E.S.B. 35426/64.*

Machine Tools, Cleaning Equipment. January 11, 1965. E.S.B. 35427/64.*

Hydraulic Equipment. January 11, 1965. E.S.B. 35424/64.*

Pipes and Accessories for Instituto Nacional de Fomento Municipal. December 28. E.S.B. 35294/64.

COSTA RICA

Tyres and Tubes for Instituto Costarricense de Electricidad. January 4, 1965. E.S.B. 35243/64.*

Caja Costarricense de Seguro Social:

Pharmaceuticals: Medical Equipment. December 23. E.S.B. 35270/64.*

Pharmaceuticals. December 23. Tender documents in Spanish available. E.S.B. 35247/64.*

EGYPT

Nuclear Power Station for Atomic Energy Establishment. (Further Information.) Tender documents now available. E.S.B. 25542/64.*

Egyptian Railways:

Rail Joint Shims. December 29. E.S.B. 35251/64.

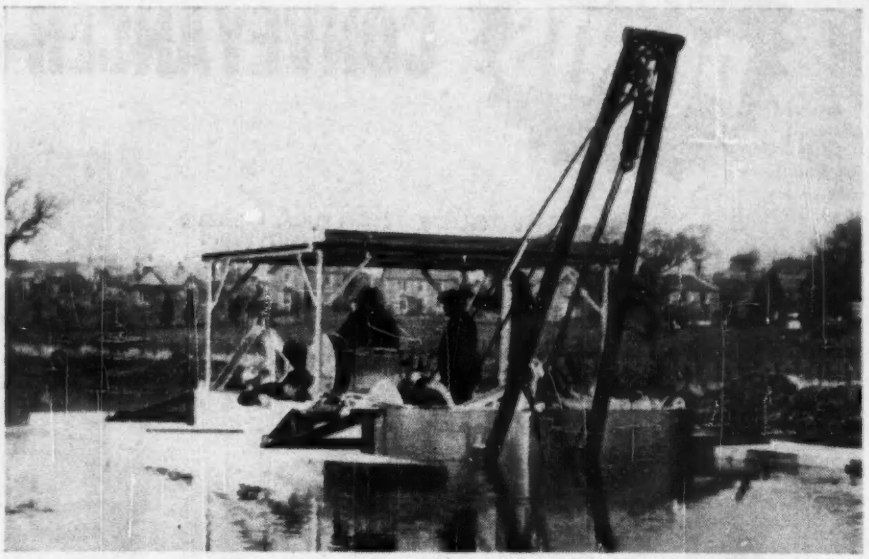
Tubes. December 31. E.S.B. 35252/64

Lead Chrome. December 31. E.S.B. 35254/64.

Machine Tools. December 29. E.S.B. 35252/64.

ETHIOPIA

Constructional Project for Haile Selassie I University, Addis Ababa. January 18, 1965. E.S.B. 34746/64.



China has just ordered one of these Scottish-built amphibious crawler tractors for oilfield work. Called a Water Buffalo it is built by J. A. Cuthbertson Ltd., of Biggar, and will be powered by a 125 b.h.p. Leyland 0.400 diesel engine. Said to be capable of climbing gradients of 1 in 1, the machine can ford through up to 5 ft. of water – the model for China having detachable side tanks for floating across deeper water. The machine is claimed to exert a ground pressure per square inch less than that of a man.

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FORMOSA

Central Trust of China:
Bronze Gas Welding Rod. December 29. E.S.B. 35446/64.*
Level Meter. (Further Information.) Postponed December 26 for one yet. E.S.B. 29229/64.*
Steel Bars. December 23. E.S.B. 35230/64.*
M.S. Beams. December 23. E.S.B. 35231/64.*
Switch and Panel Board Equipment: Tubular Copper Bus Bar. December 28. E.S.B. 35238/64.*
Chemicals. December 29. E.S.B. 35234/64.*
Mild Steel. December 30. E.S.B. 35233/64.*
Steel Plate. December 24. E.S.B. 35232/64.*
Phosphor Bronze Wire Cloth. December 30. E.S.B. 35229/64.
Pharmaceuticals. (Further Information.) Closing date is now December 26. Tender has been re-issued. E.S.B. 25353/64.*
Steel Pipe. December 24. E.S.B. 35235/64.*
M.S. Plates and Sheets. December 30. E.S.B. 35445/64.*
Master Alloy. December 30. E.S.B. 35447/64.*
Vat Dyestuff Powder. December 30. E.S.B. 35448/64.*
Ping Valves. December 30. E.S.B. 35449/64.*
Filter Papers. December 29. E.S.B. 35450/64.*

FRANCE

Radio Receiving Equipment for Supreme Headquarters Allied Powers, Europe. January 25, 1965. E.S.B. 35194/64.*

GREECE

Fuel Section Pumps for Hellenic State Railways. December 29. E.S.B. 35269/64.*
Institute of Social Insurance:
Lifts. December 29. E.S.B. 35263/64.*
Interfold Paper. December 23. E.S.B. 35264/64.*
Ministry of Trade:
Drills and Accessories. January 5, 1965. E.S.B. 35262/64.*
Oil and Grease. December 23. E.S.B. 35138/64.*
Paper. January 8, 1965. E.S.B. 34773/64.*

ICELAND

Reykjavik Purchasing Centre:
Hospital Equipment. January 15, 1965. E.S.B. 35430/64.
Hospital Equipment. January 15, 1965. E.S.B. 35431/64.

INDIA

Dam Equipment for Obra Dam Construction Circle. Closing date postponed to December 28. E.S.B. 28378/64.*
Oil Breakers for Punjab State Electricity Board. February 8, 1965. E.S.B. 35280/64.
Power Tunnel Intake Gate for Kurriyadi Hydro-Electric Project. January 15, 1965. E.S.B. 35256/64.
Teleprinter Equipment for Indian Posts and Telegraphs Department. January 15, 1965. E.S.B. 35166/64.
Boring Machines for Directorate of Supplies and Disposals. December 29. E.S.B. 35283/64.*
Hindustan Shipyard Ltd.:
Baking Ovens. December 30. E.S.B. 35279/64.*
Hull and Machinery Piping. January 19, 1965. E.S.B. 35172/64.*
Ministry of Railways:
Steel. (Further Information.) Tender documents now available. E.S.B. 34351/64.*
Steel. (Further Information.) Tender documents now available. E.S.B. 34340/64.*
U.P. Irrigation Department:
Dam Gates. (Further Information.) Closing date postponed to December 30. E.S.B. 24022/64.*
Crane. (Further Information.) Closing date postponed to January 12, 1965. E.S.B. 28377/64.*
Chittaranjan Locomotive Works:
Hot Die Steel. January 5, 1965. E.S.B. 35122/64.
Nickel Chrome Steel. January 5, 1965. E.S.B. 35123/64.
Pneumatic Hoist Blocks and Controls. February 12, 1965. E.S.B. 35257/64.
Tool Steel. December 29. E.S.B. 35121/64.
Bean Purchase Organisation:
Air Hoists. December 30. E.S.B. 35218/64.
Electric Shovels. February 11, 1965. E.S.B. 35281/64.
Machine Tools. January 27, 1965. E.S.B. 35112/64.
Railway Equipment. January 27, 1965. E.S.B. 35113/64.
Switches. December 28. E.S.B. 35111/64.
Opening Socket Sets. January 25, 1965. E.S.B. 35110/64.
Tractors. January 27, 1965. E.S.B. 35109/64.

IRAN

Ministry of Posts, Telegraphs and Telephones:
Speech Inverters. February 9, 1965. E.S.B. 34771/64.*
Cable and Accessories. January 5, 1965. E.S.B. 35145/64.*
Wire. January 30, 1965. E.S.B. 34770/64.*

IRAQ

Furnaces for Iraqi Ports Administration. (Further Information.) Specifications now available. E.S.B. 34357/64.*
Open Wire Equipment for Posts Telegraphs and Telephones Administration. (Further Information.) Tender documents now available. E.S.B. 33616/64.*
Tinplate for Government Oil Refineries Administration, Baghdad. December 26. E.S.B. 35178/64.
Tractor Miscellaneous Spare Parts for Ministry of Defence, Baghdad. (Further Information.) Tender documents now available. E.S.B. 21677/64.*
Ministry of Municipal and Village Affairs:
Water Tower. March 1, 1965. E.S.B. 35181/64.
Oil Testing Equipment. (Further Information.) Tender documents now available. E.S.B. 34353/64.*
Water Supply Scheme. February 9, 1965. E.S.B. 35180/64.
Water Supply Scheme. February 16, 1965. E.S.B. 35183/64.

KUWAIT

Transmitters for Central Tenders Committee. January 24, 1965. E.S.B. 35152/64.
Ministry of Electricity and Water:
Cables and Joints. January 6, 1965. E.S.B. 35133/64.*
Jointings and Packings. December 30. E.S.B. 35136/64.*
Gas Cookers. December 30. E.S.B. 35137/64.*
Welding Materials. December 23. E.S.B. 35135/64.*
Wood Poles. January 6, 1965. E.S.B. 35134/64.*

LEBANON

Hydro-Electric Station for The Office National du Litani. (Further Information.) E.S.B. 33348/64.*

MALAYSIA

Building Project for Singapore Economic Development Board. (Advance Information.) Closing date not yet known. E.S.B. 29671/64.
Coastal Reclamation for the Singapore Housing and Development Board. (Further Information.) Tender documents now available. E.S.B. 27862/64.*
Electrical Equipment for Government Electrical Department, Brunei. December 28. E.S.B. 34745/64.
Pumping Plant for Public Works Department. January 30, 1965. E.S.B. 35189/64.
Royal Australian Air Force:
Hospital Equipment. December 29. E.S.B. 35274/64.
Pharmaceuticals. December 29. E.S.B. 35186/64.

MOZAMBIQUE

Ports, Railways and Transport Department:
Automotive Spares. December 30. E.S.B. 35105/64.
Miscellaneous Items. January 15, 1965. E.S.B. 35106/64.
Locomotive Spares. January 18, 1965. E.S.B. 35107/64.
Water Supply System Overhaul. February 8, 1965. E.S.B. 35108/64.

NEW ZEALAND

General Post Office, Wellington:
Clamps: January 26, 1965. E.S.B. 35452/64.*
Fibre Sheets: Insulating Boards. January 18, 1965 E.S.B. 34564/64.*
Measuring Gauges. January 19, 1965. E.S.B. 35119/64.*
Polythene Based Tape. January 26, 1965. E.S.B. 35453/64.*
Radio Components. January 21, 1965. E.S.B. 35278/64.*

REPUBLIC OF NIGER

Hospital Equipment for Department of Public Health. January 5, 1965. E.S.B. 35441/64.

PAKISTAN

Cast Iron Pipes for Capital Development Authority. December 29. E.S.B. 35124/64.
Antimony Ingots for Pakistan Western Railway. December 24. E.S.B. 35170/64.
East Pakistan Railway Board:
Creosote. February 17, 1965. E.S.B. 35130/64.*
Railway Wagons. (Further Information.) Closing date postponed to January 19, 1965. E.S.B. 30507/64.*
Plant and Machinery. February 17, 1965. E.S.B. 35129/64.*
East Pakistan Water and Power Development Authority:
Pin Type Insulators. December 23. E.S.B. 35413/64.
Compression Fittings and Tools. December 23. E.S.B. 35415/64.
Vacuum Impregnating Plant. December 22. E.S.B. 35412/64.
Oil Circuit Breakers. December 23. E.S.B. 35414/64.
Mobile Cranes. December 24. E.S.B. 35416/64.

PHILIPPINES REPUBLIC

Power Station Equipment for National Power Corporation. (Further Information.) Closing date postponed to January 15, 1965. E.S.B. 32520/64.*

SOMALIA REPUBLIC

Agricultural Equipment for Credito Somalia Autonomous Section. December 24. E.S.B. 35025/64.

SOUTH AFRICA

Laboratory Apparatus for Cape Provincial Administration. January 5, 1965. E.S.B. 35153/64.*
South African Railways:
Sand Mixing and Box Filling Machine. January 15, 1965. E.S.B. 35259/64.*
Wharf Cranes. February 19, 1965. E.S.B. 35403/64.*
Natal Provincial Administration:
Hospital Furniture and Equipment. December 23. E.S.B. 35197/64.*
Surgical Instruments and Equipment. December 26. E.S.B. 35196/64.*
Dental Equipment and Instruments. December 23. E.S.B. 35195/64.*
South African Railways:
Crawler Tractors. January 15, 1965. E.S.B. 35258/64.*
Cranes. January 15, 1965. E.S.B. 35261/64.*
Tractors. January 8, 1965. E.S.B. 35260/64.*
Grinding Machine. January 15, 1965. E.S.B. 35409/64.*
State Tender Board:
Cable. December 28. E.S.B. 35284/64.*
Laboratory Equipment. January 6, 1965. E.S.B. 35401/64.*
Laboratory Apparatus. January 6, 1965. E.S.B. 35300/64.*
Binocular Research Microscope. January 6, 1965. E.S.B. 35299/64.*
Pumps. December 31. E.S.B. 35289/64.*
Cable. December 23. E.S.B. 35287/64.*
Ventilating Fans. December 23. E.S.B. 35286/64.*
Overhead Line Equipment. January 7, 1965. E.S.B. 35290/64.*

SOUTHERN RHODESIA

Medical Supplies for Rhodesia Government Tender Board. December 31. E.S.B. 35205/64.*
Railway Tank Cars for Rhodesia Railways. Closing date not yet known. E.S.B. 35255/64.
Sluice Valve for City Engineer's Department, Bulawayo. January 6, 1965. E.S.B. 35102/64.*
Municipality of Gwelo:
Ring Main Units. January 15, 1965. E.S.B. 35208/64.*
Cable. January 15, 1965. E.S.B. 35209/64.*

SPAIN

Highway Construction (Pre-Qualification) for Ministerio de Obras Publicas. Apply by December 21. E.S.B. 34709/64.*
Tractors for Ministerio de Agricultura. (Advance Information.) Closing date not known. E.S.B. 35154/64.

SUDAN

Ridgers for Department of Agriculture. December 19. E.S.B. 35440/64.
Sudan Railways:
Scrubbing Machine. (Further Information.) Tender documents now available. E.S.B. 34515/64.*
Laundry Machines. January 19, 1965. E.S.B. 35438/64.*

SYRIA

Railway Construction for Ministry for Communications. January 30, 1965. E.S.B. 35147/64.
Tractor Assembly Plant for Syrian Arab Republic.

(Continued on next page)

The chairman and two members of the Board of the British Guiana Electricity Corporation at the AEI Trafford Park factory, Manchester. From left to right, Mr. J. A. Ramprashad (Board), Mr. M. Yasin (Chairman) and Mr. R. E. O. Moriah (Secretary).

Nufloor
NUFLOOR LTD. BASILDON ESSEX—Telephone Basildon 20201
COMMANDO/BANTAM/EDGER . . . please write for details
SANDERS-PLANERS-FINISHES

(Further Information.) Closing date postponed mid-January, 1965. E.S.B. 16533/64.

TURKEY

Refractory Materials Plant for Sumer Bank, Ankara. Closing date postponed to January 31, 1965. E.S.B. 31572/64.*

Tube Expanders for Turkish Maritime Bank. December 24. E.S.B. 35131/64.*

Allied Land Forces, South Eastern Europe:

Liquid Soap and Detergent. January 11, 1965. E.S.B. 35146/64.*

Vehicle. January 11, 1965. E.S.B. 35193/64.*

Paper Products. January 11, 1965. E.S.B. 35192/64.*

UNITED STATES OF AMERICA

Food Stuffs for United Nations, New York. January 6, 1965. E.S.B. 35405/64.*

URUGUAY

Metal Containers for A.N.C.A.P. (State Oil Refinery). December 31. E.S.B. 34737/64.

State Railways:

Photographic Materials. January 7, 1965. E.S.B. 34743/64.

Switchboard. January 7, 1965. E.S.B. 34741/64.

Jaws for Stone Crushers. January 7, 1965. E.S.B. 34742/64.

State Electricity Board:

Cable and Accessories. February 19, 1965. E.S.B. 34721/64.

Steel Bars: Wire. February 18, 1965. E.S.B. 34720/64.

Cable. February 23, 1965. E.S.B. 34722/64.

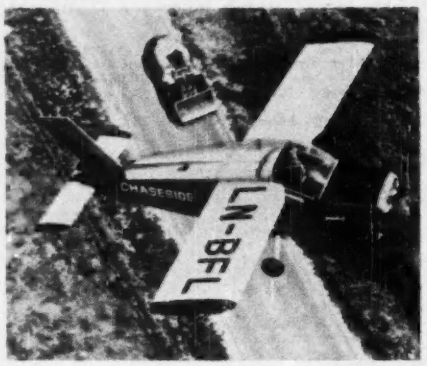
Insulator Chains. February 24, 1965. E.S.B. 34723/64.

Electrical Equipment. January 20, 1965. E.S.B. 34725/64.

Switchgear. January 26, 1965. E.S.B. 34726/64.

Transformers. February 17, 1965. E.S.B. 34719/64.

Transformer Sub-Stations. February 16, 1965. E.S.B. 34718/64.



To strengthen their export drive in Scandinavian countries and to provide immediate technical assistance and service, the Chaseside Engineering Company Limited have placed their representative, Mr. Jan Larson, in the pilot seat of the first of their radio controlled aircraft. The aircraft, which is equipped with wheels, floats or skis, will enable Chaseside to make servicing facilities, including emergency deliveries of parts as well as technical assistance immediately available even to places in the Arctic Circle.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 4427). Please quote reference numbers in all inquiries.

Australia
Agency inquiry for bag stitching machinery; wire tying machinery. (E.S.B. 34659/64.)
Agency inquiry for gramophone records. (E.S.B. 34608/64.)
Agency inquiry for household goods. (E.S.B. 34689/64.)
Agency inquiry for lifting trucks and accessories. (E.S.B. 34934/64.)
Marine information centre. (E.S.B. 34269/64.)

Belgium
Market report on pleasure boats. (E.S.B. 33949/64.)

British Guiana
Inquiry for electricity generating units; river transport craft; sewage systems; water purification plant. (E.S.B. 34892/64.)

Canada
Agency inquiry for clothing. (E.S.B. 30717/64.)
Agency inquiry for cartons. (E.S.B. 34618/64.)
Agency inquiry for seals. (E.S.B. 34653/64.)
Inquiry for plumbing, heating and industrial specialities. (E.S.B. 34656/64.)
Inquiry for leather. (E.S.B. 34497/64.)
Inquiry for electrical products. (E.S.B. 34617/64.)
Inquiry for women's clothing and accessories. (E.S.B. 34682/64.)
Inquiry for cutlery; giftware; jewellery; leather goods; souvenirs. (E.S.B. 34616/64.)
Inquiry for electronic equipment. (E.S.B. 34619/64.)
Inquiry for buses. (E.S.B. 30770/64.)
Inquiry for electrical components. (E.S.B. 34655/64.)

Cayman Islands
"Duty free" imports. (E.S.B. 26064/64.)

Costa Rica
Inquiry for compressors; pneumatic tools. (E.S.B. 35334/64.)

Cyprus
Agency inquiry for grass mowers; machine tools. (E.S.B. 33196/64.)

Denmark
Agency inquiry for motors. (E.S.B. 32960/64.)

Egypt
Inquiry for diesel engine parts; machine tools; pumps; welding sets. (E.S.B. 33924/64.)
Inquiry for quarry equipment. (E.S.B. 34830/64.)

El Salvador
Inquiry for agricultural machinery; animal feedstuffs; fertilisers; insecticides. (E.S.B. 34435/64.)

Finland
Agency inquiry for window and windscreen wipers. (E.S.B. 34471/64.)

France
Agency inquiry for catering equipment; laundry equipment; furniture. (E.S.B. 35044/64.)
Agency inquiry for marine electronic equipment; navigation instruments. (E.S.B. 34915/64.)
Agency inquiry for electronic equipment; steel forgings. (E.S.B. 34914/64.)
Agency inquiry for marine navigation and control equipment. (E.S.B. 34971/64.)
Agency inquiry for refrigerating components and cabinets. (E.S.B. 34952/64.)
Agency inquiry for abrasives; cutting tools; fittings and superstructures for boats. (E.S.B. 34911/64.)
Inquiry for fishing boat supplies. (E.S.B.34978/64.)
Inquiry for public works equipment. (E.S.B. 35323/64.)
Inquiry for boat trailers; clothing; yachting accessories. (E.S.B. 34803/64.)
Market report on St. Nazaire and its region. (E.S.B. 32163/64.)
Market report on Nantes and its region. (E.S.B. 32181/64.)

Germany, Federal Republic of
Agency inquiry for rubber gloves; women's clothing. (E.S.B. 33713/64.)
Inquiry for chemicals. (E.S.B. 34691/64.)
Inquiry for furniture. (E.S.B. 34623/64.)
Import opportunity—sheep and lambs. (C.R.E. 158/62.)
Import opportunity—canned green peas. (C.R.E. 158/62.)

Hungary/Switzerland
Trade Agreement. (C.R.E. 4499/G.)

India
Collaboration – nylon yarn manufacturing plant. (E.S.B. 33596/64.)

Iran
Inquiry for diesel engines; fertilisers; well boring equipment; machinery and plant; chemicals; synthetic fibres—further information. (E.S.B. 34135/64.)
Inquiry for netting; outboard motors. (E.S.B. 34408/64.)
Inquiry for fertilisers. (E.S.B. 35083/64.)

Iraq
Inquiry for pipe-making machinery. (E.S.B. 35363/64.)
Inquiry for rubber inner tubes. (E.S.B. 34259/64.)

Israel
Agency inquiry for industrial raw materials; plastics machinery. (E.S.B. 34180/64.)
Agency inquiry for laboratory equipment and scientific instruments. (E.S.B. 34877/64.)
Inquiry for chemicals; foodstuffs; shoe polish. (E.S.B. 34474/64.)
Inquiry for hairdressing equipment and fittings. (E.S.B. 17913/64.)
Inquiry for cutlery. (E.S.B. 34901/64.)
Inquiry for shafts and joints for agricultural machinery. (E.S.B. 34461/64.)

Italy
Agency inquiry for mens' suitings. (E.S.B. 26741/64.)
Agency inquiry for eggs. (E.S.B. 34878/64.)
Agency inquiry for fishing tackle and accessories. (E.S.B. 34942/64.)

Italy/Switzerland
Trade Agreement. (C.R.E. 4006/G.)

Jamaica
Agency inquiry for confectionery. (E.S.B. 30556/64.)
Agency inquiry for welding equipment. (E.S.B. 35024/64.)

Japan
Inquiry for confectionery. (E.S.B. 34441/64.)

Kuwait
Inquiry for electrical equipment. (E.S.B. 12328/64.)

Lebanon
Agency inquiry for canned foodstuffs. (E.S.B. 34437/64.)

Macao
Inquiry for mattresses; pillows. (E.S.B. 34843/64.)

Malta
Inquiry for cleaning materials; confectionery; foodstuffs; soap. (E.S.B. 30799/64.)

Netherlands
Agency inquiry for coffee grinding machines. (E.S.B. 34147/64.)
New address for British Week office in Amsterdam.

Netherlands Antilles
Inquiry for confectionery; cosmetics; foodstuffs; household products. (E.S.B. 34817/64.)

New Zealand
Inquiry for engineering supplies; industrial raw materials. (E.S.B. 33901/64.)

North America
Visits of department store buyers. (E.S.B. 506/64.)

Philippines Republic
Inquiry for graphic arts equipment and accessories. (E.S.B. 34970/64.)

Poland
Inquiry for building machinery. (E.S.B. 34181/64.)

Portugal
Manufacture under licence—motor cultivators. (E.S.B. 34407/64.)

Rumania
Inquiry for loading equipment for cereal storage. (E.S.B. 34218/64.)

Spain
Inquiry for machinery. (E.S.B. 34995/64.)
Inquiry for transmitter station. (E.S.B. 34996/64.)

Sudan
The commercial agents licensing act, 1964. (C.R.E. 2091/G.)

Sweden
Agency inquiry for automobile accessories. (E.S.B. 27406/64.)
Agency inquiry for womens' dresses. (E.S.B. 34080/64.)

Switzerland
Agency inquiry for aircraft and components. (E.S.B. 35007/64.)
Agency inquiry for copper wire. (E.S.B. 34671/64.)
Inquiry for copper wire. (E.S.B. 34672/64.)
Manufacture under licence — welded constructions. (E.S.B. 35093/64.)

Tunisia
Inquiry for ship repairing equipment. (E.S.B. 34823/64.)

United States of America
Agency inquiry for boots; knives. (E.S.B. 2259/63.)
Inquiry for bedding and furniture manufacturing accessories. (E.S.B. 34872/64.)
Inquiry for novelties; toys. (E.S.B. 34674/64.)
Inquiry for electrical hand tools; grinders; machine tool attachments. (E.S.B. 34842/64.)
Inquiry for clothing. (E.S.B. 23060/63.)
Inquiry for mineral prospecting equipment. (E.S.B. 34633/64.)
Inquiry for chinaware. (E.S.B. 34440/64.)
Inquiry for medical equipment. (E.S.B. 29997/64.)
Manufacture under licence — steel stairways. (E.S.B. 34641/64.)
Manufacture under licence—new industrial products—further information. (E.S.B. 31834/64.)
Market report on sports goods. (E.S.B. 6019/64.)

Venezuela
Agency inquiry for foodstuffs. (E.S.B. 34868/64.)

Zambia
Outline of Government Industrial Policy, 1964. (C.R.E. 8174/G.)

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m. Monday to Friday.

A NEW CONCEPT IN CONTINUOUS INSECT CONTROL

VAPONA PEST STRIPS

HANG ONE UP – FORGET ABOUT INSECTS FOR 3 MONTHS

These simple plastic strips are about to revolutionise the whole business of insect control in Public Health—because now you can keep any enclosed or semi-enclosed space insect-free for three whole months, simply by hanging up a Vapona Pest Strip. What's the secret?

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Vapona Pest Strips are particularly useful in the field of public health because they can be used in places where conventional methods of long term insect control are unsatisfactory. It is now possible, for instance, to keep refuse bins free of insects by hanging a quarter Pest Strip inside the lid.

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Vapona Pest Strips are available *now*. They're fully tested, fully effective. Think how they could help you!

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BSA

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

MOROCCO

Import restrictions

AS MENTIONED in recent issues of the *Board of Trade Journal*, imports into Morocco, which have been completely suspended for a time, are now to be restricted to goods on the authorised list of imports, published below.

Imports of goods appearing on this list can now be resumed, on the basis of the global and bilateral quotas opened earlier in the year. Imports of goods not listed continue to be banned.

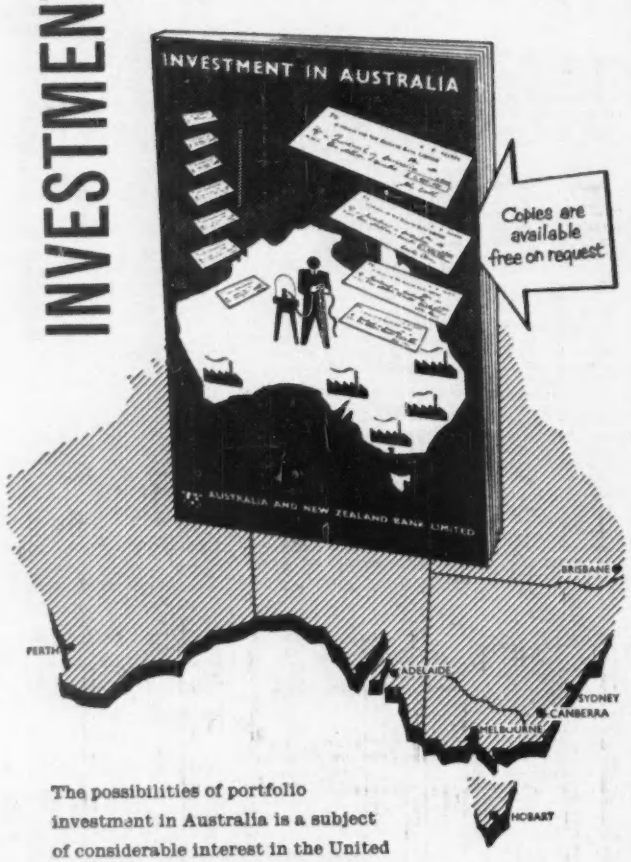
The procedure for obtaining import licences is unchanged for goods originating outside the Franc Zone, except that the validity of licences will not under any circumstances be extended beyond six months.

Description	Tariff No.
Horses and asses of pure race for breeding	01.01.03-13
Bovines of pure race for breeding	01.02.01
Swine of pure race for breeding	01.03.01
Sheep and goats of pure race for breeding	01.04.01-11
Milch cows	01.02.15
Day-old chicks	01.05.01
Spat of oysters	03.01.11
Milk and cream, preserved, concentrated or sweetened	04.02
Butter	04.03.00
Cheeses (curds excluded)	04.04.00
Bristles, hair, coarse hair and waste of such bristles and hair	05.02-03
Guts, bladders and stomachs, non-edible, other than fish	05.04.02 to 05
Silkworms' eggs	05.15.21
Various cuttings, vine-plants, mushroom spawn	06.02.01 to 21
Living plants, nursery and other, but not ornamental	06.02.51 to 65
Seed-potatoes	07.01.01
Garlic	07.01.45
Podded seed-vegetables	07.05.01-11-21-41-51-53-61
Bananas, fresh	08.01.11
Dried grapes	08.04.11
Coffee, unroasted	09.01.01
Tea, green and black	09.02.01-11
Pepper and spices	09.04.01, 09.05-06-07, 09.10.01-03
Cereals (corn)	10.01.01-02-11-12
Maize (seed)	10.05.01-02-03
Rice (seed)	10.06.01
Sorghum (seed)	10.07.21-41
Starch and starches	11.08.01 to 03, 11.08.11 to 13
Oil seeds and oleaginous fruits	12.01.03*, 12.01.06-08-18-22-23
Seeds and fruits (seed)	12.01.51-57-63
Seeds, spores and fruits for sowing	12.03
Hops	12.06
Vegetables of all kinds for perfumery, medicine, insecticidal or similar uses	12.07
Raw vegetable materials for use in dyeing or in tanning	13.01.01-03-08-20-31-41-61-63
Gums	13.02.01-02-08-09
Resins	13.02.21-22-23-29
Balsams	13.02.31-39
Saps and extracts of pectin	13.03.01 to 22
Materials for plaiting, stuffing, padding and various	14.01.01-11-21-31-41, 14.02.01-02, 14.03.11-19
Fats, stearines, greases	15.02.01-11, 15.03.13, 15.04.01-11-21, 15.05.11-21, 15.06.01-21
Crude oils	15.07.01-02-03-04-06-07-08-09-12-14-15-18-19
Refined oils	15.07.24-27-29-36-37
Degras	15.09.00
Acids and fatty industrial alcohols	15.10.01-02-03-31-32
Hydrogenated fats and oils	15.12.01-02-11-12
Spermaceti	15.14.00
Waxes (of shellac, Chinese, etc.), other than beeswax	15.15.11
Wax, vegetable	15.16.00
Sugar, saccharose, glucose	17.01.01-31-41, 17.02.11-31
Cocoa and cocoa butter	18.01.00, 18.04.00
Food preparations for infants and for dietetic and pharmaceutical uses	19.02.03-04-05-08-09-11-12, 19.05.00, 19.07.12
Sauerkraut (for industrial use: cooked dishes)	20.02.41
Roasted chicory	21.01.01
Mustard flour	21.03.01
Active natural yeasts for distilling and brewing (dried yeasts only)	21.06.01
Other food preparations (compressed and measured portions with perfume basis)	21.07.11-12-13
Natural mineral waters having therapeutic properties	22.01.11
Beers in cask	22.03.01
Tobacco	Chapter 24
Sulphur	25.03
Graphite, sands, quartz	25.04-05-06
Clays	25.07 (except 25.07.11-32)
Chalk	25.08.00
Earth colours	25.09
Barium carbonate	25.11.11
Siliceous earths, abrasives, slates	25.12-13-14
Dolomite, magnesia	25.18-19
Lime, other than hydraulic	25.22.11
Powdered cement	25.23.11-12
Asbestos	25.24.00
Mica, steatite, cryolite and chiolite, arsenic sulphides, borates, felspars, vermiculite, broken pottery	25.26 to 32
Ores, lead and zinc	26.01.07-08
Combustible minerals, mineral oils, products of their distillation, bituminous materials, mineral waxes	Chapter 27 (except 27.01.02-13, 27.02 and 27.03)
Inorganic chemical products	Chapter 28 (except 28.01.01, 28.06.02-11, 28.08.01, 28.09.01, 28.16.11, 28.23.01, 28.24.00, 28.31.11-13, 28.38.12, 28.44.00, 28.53.00)
Organic chemical products	Chapter 29
Pharmaceutical products	Chapter 30 (except 30.04.11)
Fertilizers	Chapter 31 (except 31.03.21-32-11-51)
Tanning extracts, colouring matter, tannins and derivatives, dyestuffs, varnishes, putty, inks	Chapter 32 (except 32.09.11-52-61)
Essential oils and resinoids	33.01.06-25-26-27-34-35-41-61-81-82, 33.03-04
Medicated soaps	34.01.21
Organic surface-active agents	34.02.01 to 04
Surface-active preparations and washing preparations (for industrial use)	34.02.11-21-22
Lubricating preparations	34.03
Waxes, artificial and prepared	34.04
Dental paste and wax, and dental impression compounds	34.07.11
Albuminoidal substances and glues	Chapter 35
Gunpowders and explosives, pyrotechnic articles, pyrophoric alloys, combustible preparations and products	Chapter 36 (except 36.02.01-12-31 36.03.01, 36.05.01, 36.06)
Photographic and cinematographic goods	Chapter 37
Products of the chemical industries	Chapter 38
Condensation, polycondensation and polyaddition products	39.01 (except 39.01.52-53)
Polymerization and copolymerization products	39.02 (except 39.02.02-32-33)
Regenerated cellulose, nitrates, acetates and other esters of cellulose, ethers and other chemical derivatives of cellulose, vulcanized fibre	39.03 (except 39.03.01)
Albuminoids, resins, chemical derivatives of rubber, other artificial high polymers, other artificial resins and plastic materials, alginic acid, its salts and esters, linoxyn	39.04-05-06
Articles of artificial plastic materials, ethers and esters of cellulose, artificial resins (for medical or industrial uses only)	39.07
Rubber, raw, natural, synthetic, reclaimed and waste	40.01-02-04
Rubber, unvulcanized, natural or synthetic, other than in plates, sheets or strip (Camelback not included)	40.06.01
Articles of unvulcanized rubber	40.06.11-12
Unhardened vulcanized rubber thread and cord, or textile thread impregnated or covered with rubber	40.07
Plates, sheets, strip of rubber (flooring in the piece only)	40.08.01
Piping and tubing of rubber combined with plaited textile material	40.09.11-12
Transmission or conveyor belts of vulcanized rubber	40.10
Rubber tyres, tyre-cases and inner tubes (strictly subject to quota)	40.11
Hygienic and pharmaceutical articles of rubber	40.12
Apparel and clothing accessories of rubber	40.13
Other articles of unhardened vulcanized rubber (for industrial use)	40.14
Hardened rubber (ebonite) and articles in that material	40.16
Raw hides and skins, salted or dried	41.01.11 to 64
Various hides and skins (strictly subject to quota)	41.02 to 08
Parings and other waste of leather or of leather substitutes, of tanned or parchment-dressed leather	41.09
Leather substitutes containing leather fibre, in slabs or sheets	41.10
Aprons, equipment and gloves, protective, for all trades, sports gloves	42.03.11-23-24
Articles of leather or of leather substitute for technical purposes	42.04
Articles made from gut, from goldbeater's skin, bladders or tendons	42.06

Description	Tariff No.
Raw furskins, tanned or dressed, pieces and cuttings	43.01-02
Wood, conifer, in the rough; pit-props; other common woods; wood sawn lengthwise; sliced (but not peeled) of conifers and other common woods; fine woods (not peeled); railway or tramway sleepers of wood; wood prepared for matches, casks and parts thereof; wood for brush bodies and handles	44.03.01-15-16-17, 44.03.06-07-08-11-12-13, 44.05 to 0.9, 44.05.11 to 19, 44.05.22-29, 44.07.02-12, 44.11.11, 44.22.01-11-12, 44.25.21
Boot and shoe lasts	44.25.31
Spools, cops, bobbins for spinning and weaving, and reels for sewing-thread	44.26
Wooden articles for industry, and oars and paddles for boats	44.28.21-22-31
Agglomerated cork, opened, other than stoppers, roundels and wads	45.04.14
Plaits of vegetable matter of 5 centimetres and less in width	46.01.02
Paper-making materials	Chapter 47
Papers and paperboards; articles of cellulose wadding, paper and paperboard	48.01.01 to 11, 48.01.22-23*, 48.01.71 to 48.03.11, 48.03.31, 48.04.00, 48.05.11 to 21, 48.07.01-11, 48.07.12*-21-22-23-25, 48.07.28 to 48.10.00, 48.13, 48.15.01-11-61-71, 48.18.11 to 31, 48.20, 48.21.04-05-08-09-10-11-14-15-17-18
Books, brochures and printed matter	49.01.01 to 49.08.01, 49.09.00.A1*, 49.11.01-02, 49.11.04-11-21-29
Silkworm cocoons, silk floss, silk threads, silkworm gut	50.01 to 50.08
Man-made fibres (continuous)	Chapter 51 (except 51.02.02)
Textile yarn spun with metal	52.01
Wool and other animal hair	Chapter 53 (except 53.02.11, 53.07-09-10-11-13)
Flax and ramie	54.01 to 04
Cotton, not carded or combed	55.01.01 to 03
Cotton waste, yarn and fabrics	55.03-05-06-09 (except 55.09.73)
Man-made fibres (discontinuous) (excluding fabrics of the 'Drapery' type)	56.01 to 06, 56.07
True hemp, tow and waste of true hemp	57.01.01-31
Jute, tow and waste of jute	57.03
Other vegetable textile fibres and waste	57.04.01-11-22-23-24
Yarn of true hemp	57.05
Coconut yarn	57.07.11
Woven fabrics of vegetable textile fibres and of paper	57.11-12
Velvets, plushes, moquettes and chenille fabrics	58.04.11-21-32-41-51
Narrow woven fabrics	58.05
Woven labels, badges and gimped yarn	58.06, 58.07.11 to 13
Braids and trimmings	58.07.31
Net fabrics	58.08.11
Tulle and lace	58.09.22 to 32
Wadding	59.01
Felt	59.02.02-12-19
Bonded fibre fabrics	59.03
Twine, cordage, ropes†	59.04.01 to 04, 59.04.14-15-16-05-06, 59.04.07-08-10-21-22-23
Nets and other articles made of twine, cordage or rope	59.05-06
Textile fabrics coated and impregnated for special purposes	59.09.01-02
Waxed textile fabrics (Jaconas ribbons for industrial use only)	59.09.11
Rubberized textile fabrics	59.11
Textile fabrics otherwise impregnated or coated, or elastics	59.12-13
Wicks	59.14.01
Hose-piping and belts in textile material	59.15-16
Textile fabrics and textile articles used in machinery or plant	59.17 (except 59.17.33)
Knitted or crocheted fabric, not elastic, nor rubberized	60.01.02-31
Glovewear for babies	60.02.01
Sockwear for babies	60.03.01
Underwear for babies	60.04.01
Elastic or rubberized knitted or crocheted fabrics	60.06
Corsets, corset-belts and other clothing accessories	61.09.01-11-31, 61.11
Sacks and bags for packing of goods	62.03.11-12
Tarpaulins, sails, sunblinds, tents	62.04
Other made-up textile articles	62.05.01-21
Used or new rags (for industrial use only)	63.02
Parts of footwear, non-metallic	64.05 (except 64.05.11)
Gaiters, shin-guards, puttoes, leggings	64.06
Hat-forms and hat-shapes	65.01-02
Felt hats, unlined	65.03.01-02
Plaited headgear, unlined, in all materials	65.04.01
Metallic helmets and other headgear for men	65.06.21-31
Head-bands and other articles for headgear	65.07
Parts and accessories for walking-sticks, umbrellas and parasols	66.03.01-12-21-22-31
Slates, grindstones, millstones, abrasives, slag wool and the like, vermiculite, insulating materials, articles of asphalt or similar materials	68.03 to 08
Asbestos and articles thereof, friction material, worked mica and articles of mica	68.13 to 15
Filters, washers, joints, and other articles of mineral substances	68.16.11-21
Bricks, blocks, tiles and other heat-insulating goods of infusorial earth	69.01
Refractory bricks, blocks, tiles and other refractory constructional goods	69.02 (except 69.02.01-03)
Other refractory goods	69.03
Piping, joints and fittings of sandstone and other ceramic materials	69.06.11-21
Medical and hygienic articles for technical use; domestic or toilet articles	69.09-10, 69.12.21-31
Other ceramic products	69.14.11-33-51
Unworked glass in various forms	70.03.01-12-14
Unworked cast, rolled, drawn or blown glass	70.04-05-06
Glazed goods	70.07.01-21
Safety glass, toughened, more than 180 × 110 cm.	70.08.01
Safety glass, laminated	70.08.11
Rear-view mirrors (for motor cars only)	70.09.01
Containers for the conveyance or packing of goods, stoppers, lids and other closures, of glass (for laboratory and perfumery use only)	70.10
Tubular glass bulbs and envelopes for electric lamps and electronic valves; glass inners for vacuum vessels	70.11-12
Signalling glassware and optical elements of glass	70.14.01
Clock and watch glasses and similar glasses; constructional glass; laboratory, optical and medical glassware	70.15-16-17-18
Glass beads	70.19.31-33
Glass fibre (including wool) and other articles of glass	70.20-21
Precious and semi-precious stones for industrial use	71.02.01-03-06-12-13
Synthetic stones for industrial use	71.03.11
Silver and alloys in powder, bars and chips	71.05.31
Gold leaf and gold alloy leaf	71.07.21-22
Articles incorporating pearls or precious stones for industrial use	71.15.01-12
Iron, cast iron and steel†	Chapter 73 (except 73.03-05, 73.94, 11-12-14, 73.21-22, 73.23.01, 73.24.11, 73.26, 73.27.11, 73.31.01, 73.38.14 to 16, 73.39, 73.40.01-11-21-22-24-31-32-34-35-36)
Copper matte; unwrought copper	74.01.01 to 15
Master alloys (copper)	74.02
Wrought bars, sections and wire of copper	74.03 (except 74.03.02-12-24)
Wrought plates, sheets, foil, strip, powders and flakes, tubes and pipes, tube and pipe fittings, reservoirs, cables, cloth, netting, nails and tacks, bolts and nuts and springs, of copper	74.04 to 16
Cooking and heating apparatus, not electrically operated, of copper (for hotel and collective use only)	74.17
Accessories for power transmission and haulage lines	74.19.51
Nickel and articles thereof	Chapter 75
Unwrought aluminium	76.01.01-11
Wrought bars, sections and wire of aluminium	76.02 (except 76.02.02)
Wrought plates, sheets and strip of aluminium	76.03
Aluminium foil and leaf	76.04.05.-06-11
Aluminium powders and flakes, tubes and pipes and fittings	76.05-06-07
Casks, drums, cans, boxes and similar containers of aluminium	76.10 (except 76.10.02)
Gas cylinders, cloth, grill and netting of aluminium	76.11-13-14
Chains, fittings, bolts and nuts, accessories for power transmission lines and for haulage lines, of aluminium	76.16.11-21-31-71
Magnesium and beryllium and articles thereof	Chapter 77
Unwrought lead alloys	78.01.02
Wrought bars, sections of lead; lead wire; plates, sheet and strip, foil, powders, flakes and other articles of lead	78.02-03-04-06
Unwrought zinc (not alloys)	79.01.01
Wrought bars, sections of zinc; zinc wire; wrought plates, sheets and strip of zinc	79.02-03
Tube and pipe accessories of zinc	79.04.11
Tile and other hangers of zinc	79.06.11-21
Unwrought tin	80.01.01-02
Wrought bars and sections of tin; tin wire; tin foil; tubes and pipes of tin	80.02-04-05
Collapsible tubular containers of tin	80.06.01
Various base metals (tungsten, molybdenum, tantalum)	Chapter 81
Tools (except shovels), implements, cutlery and spoons and forks of base metal†	82.01, 82.02 to 0.8, 82.09 (except 82.09.01-11), 82.10, 82.11.01-21-22, 82.11.24-25, 82.12, 82.14 (except 82.14.01-13), 82.15
Locks and padlocks	83.01 (except 83.01.11-22)
Safes and strong-rooms	83.02-03
Planners, paper rests, (for office use)	83.04.04
Fittings for loose-leaf binders	83.05
Non-electrical lamps (hurricane lamps, miners lamps)	83.07.01 to 04
Apparatus with an electrical light source (for professional use only)	83.07.11
Lamp brackets	83.07.21-22
Flexible tubing and piping, clasps, buckles, hooks, beads, and spangles, stoppers, capsules, wire, rods, plates and electrodes of base metal	83.08-09-10-13-15
Boilers, machinery and mechanical appliances (except those for domestic use)†	Chapter 84 (except 84.01.28, 84.06.42, 84.15.01-02-11, 84.19.41, 84.20.11-12, 84.21.11* 84.22.01-05, 84.24.31-32-33, 84.40.21-22)
Electrical machinery and equipment for electro-technical use†	Chapter 85 (except 85.01.23*-24*, 85.03.13, 85.04.01-11, 85.06.01, 85.07, 85.12.21-31*-41-42-43, 85.15.21-31-62-63, 85.19.71)
Railway vehicles and equipment, non-electric signalling apparatus for road, rail or other vehicles	Chapter 86 (except 86.07)
Tractors (as determined by decree No. 2.61.051 of January 23, 1961, and later modifications)	87.01 (except 87.01.13-14-23-24)
Motor vehicles (of less than 3,000 ccs.) (strictly subject to quota)	87.02.01-11
Motor vehicles (of 3,000 ccs. or over) (touring cars for the transport of persons with an f.o.b. price less than 12,000 Dirhams)	87.02.12-13-14-21-31-32-51-52-53
Special purpose motor vehicles	87.03
Chassis	87.04.01-11
Bodies	87.05.01
Parts and accessories for the above motor vehicles	87.06.01-21-22-11
Works trucks	87.07
Motor-cycles with side-cars	87.09.01-11
Cycles, not motorised, and invalid carriages, motorised or not	87.10-11
Parts and accessories for cycles†	87.12.01-11*-21*-22*
Invalid carriages, other than motorised or otherwise mechanically propelled	87.13.01
Other vehicles, not mechanically propelled	87.14
Aircraft	Chapter 88
Ships and engines, sea-going and waterway	Chapter 89 (except 89.01.11, 89.01.21 to 33)
Optical and spectacle elements†	90.01.01-11, 90.02.01-11, 90.03.11-21, 90.04.01-11-22
Binoculars and astronomical instruments	90.05-06
Photographic cameras and flashlight apparatus	90.07 (except 90.07.02-04)
Cinematographic apparatus	90.08.01-02*-03*-11-21-22, 90.08.31 to 43
Image projectors; photographic enlargers and reducers (for professional or educational use only)	90.09

(*Continued on next page*)

INVESTMENT IN AUSTRALIA



The possibilities of portfolio investment in Australia is a subject of considerable interest in the United Kingdom. To provide authoritative information A.N.Z. Bank has published a 68-page booklet "Investment in Australia" which deals in some detail with such matters as . . .

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MOROCCO—Continued.

Description	Tariff No.
Apparatus and equipment for use in photographic and cinematographic laboratories; spools or reels; screens (the latter for professional or educational use only)	90.10.11-21-22-23
Measuring, checking, scientific, dental and surgical instruments and apparatus	90.11 to 25
Gas, liquid and electricity meters (other than water)	90.26
Other meters, electrical measuring and controlling instruments; various parts and accessories	90.27 to 29
Clocks and watches	91.01.16-21, 91.03-05-06, 91.09.21, 91.10.41, 91.11
Musical instruments other than automatic	92.01 to 10 (except 92.01.02, 92.10.11)
Sound recorders and reproducers (for industrial or cultural use only)	92.11 (except 92.11.21)
Prepared media for sound recording; parts and accessories for sound apparatus	92.12-13
Arms and ammunition	Chapter 93 (except 93.04.21)
Medical and dental furniture	94.02
Articles of wax and other moulded or carved articles	95.08
Brooms and brushes	96.02.01-11-51
Feather dusters and powder puffs	96.04-05
Hand sieves and hand riddles	96.06
Accessories and spare parts of dolls	97.02.11
Nets and other table-tennis accessories	97.04.11-12
Fishing tackle and hunting requisites	97.07
Various buttons (excluding those of acrylic resin)	98.01.01
Pens (ballpoint only)	98.03.00
Propelling pencils (for professional use only)	98.03.21
Spare parts and accessories for pens, pencils, etc., of base metal	98.03.32 to 34
Pen nibs, non-metallic or of base metal	98.04.03-04
Leads for pencils and propelling pencils	98.05.01
Encased or sheathed pencils (except types made in Morocco)	98.05.11-12
Other pencils, various chalks, slates, boards, composing or setting sticks, stamps (except sealing stamps), typewriter ribbons and ink-pads, sealing waxes, copying pastes and printing machine rollers	98.05.21 to 98.09.11
Lighters (for industrial use only)	98.10.11
Parts for lighters	98.10.21
Parts for smoking pipes of other than precious materials	98.11.32
Combs, busks, vacuum vessels	98.12-13-15
Dates	08.01.01
Cherries (according to season)	08.07.21
Wine of fresh grapes, in bottles, flasks or pots of at least five litres ('d'affiliation controlee')	22.05.01-02
Sparkling champagne wines	22.05.31
Ethyl alcohol, spirits, liqueurs and other spirituous beverages, concentrated extracts for the manufacture of beverages	22.08-09
Silver and silver alloys, unwrought, in lumps, ingots, pellets; native silver, bars, wire, sections, plates, sheet, strip†	71.05.01-11*
Gold and gold alloys, in bars, wire, sections, plates, sheet and strip†	71.07.11*
Platinum and alloys, unwrought, in lumps, ingots and pellets; platinum sponge, platinum black; bars, wire, sections, plates, sheet and strip of platinum†	71.09.01-02*
Coins	72.01.01 to 31
Gold and gold alloys, unwrought, in lumps, ingots, pellets and native gold, other than that imported for the Bank of Morocco†	72.01.32*

† In addition to articles specifically indicated in the description columns above the following are to be strictly subject to qudta:
59.04.07-08-10-21-22-23, 71.05-01-11, 71.07.11, 71.09.01-02, 72.01.32, 73.38.17-12-13-11-18-21-19, 82.11.24, 84.61.43-44, 85.03.13, 85.23.02-11-12, 87.12.11 to 22, 90.01.01

*Notes:

12.01.03	for industrial use.
48.01.23	for match-sticks only.
48.07.12	for playing-cards only.
49.09.00 A 1	according to customs tariff classification.
71.05.01-11, 71.07.11, 71.09.01-02, 72.01.32	in conformity with the 'regime de la garantie.'
84.21.11	the exclusion applies only to articles for domestic use.
85.01.23-24	the exclusion applies only to equipment of a power of 0·5 kVA – 5,000 kVA and a voltage less than or equal to 60,000 V.
85.12.31	the exclusion does not apply to industrial equipment.
87.12.11	for engines of over 50 c.cs.
87.12.21-22	unpainted frames.
90.08.02-03	using films equal to or more than 16 mm. only.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Customs tariff modifications

THE MOROCCAN *Bulletin Officiel* of October 21, 1964, published details of further modifications to the table of customs duties (*ad*

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

valorem) levied on imports into Morocco. The new rates came into effect on October 26, 1964, and are as follows:

Tariff No.	Description	Tariff	
		General	Working
48-01	D. III. Woolly papers and cardboard containing 50% or more of wool; cardboard-felts, containing 50% or more of textile fibres, intended for the manufacture of roofing felt	50	10
59-01	Wadding and articles of wadding; textile flock and dust and mill neps:		
	A. Wadding and articles of wadding:		
	I. Wadding	50	20
	II. Articles of wadding:		
	(a) Sanitary tampons	50	35
	(b) Other	50	20
	B. Textile flock and dust and mill neps:		
	I. Flock	50	5
	II. Dust and mill neps	50	5

The French text of these modifications may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Further modifications on customs duties

THE MOROCCAN *Bulletin Officiel* of November 4, 1964, published details of further modifications to the table of customs duties (*ad valorem*) levied on imports into Morocco. The new rates came into effect as from November 9, 1964, and are as follows:

Tariff No.	Description	Tariff	
		General	Working
92-12	Prepared media for sound recording: gramophone records and other sound recordings; matrices for the production of records:		
	A. Prepared record blanks:		
	I. 25 mm. films	40	10
	II. Professional recording tapes of a nominal width of 6·25 mm. and a minimum length of 750 metres, wound on metal cores, in airtight containers and in accordance with Specifications S.N. 402R of Moroccan Radiodiffusion-Television	40	10
	III. Other	80	60
	B. Recorded	80	60

The French text of these modifications may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

LEBANON

Importation of containers using the word 'gallon'

AS FROM February 1965, the use in the Lebanon of the word 'gallon' alone to denote the capacity of receptacles containing oils, fats or other products imported from countries which adopt a system of weights and measures different from the metric system adopted in the Lebanon, is hereby prohibited.

Further information may be obtained from the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, S.W.1. (Tel. Abbey 7877, Ext. 2357).

TUNISIA

Reduction of tariff on Tunny fish

THE TUNISIAN *Journal Officiel* of November 13, 1964, published a decree, with effect from that date, reducing the import duty on Tunny-fish, Tariff No. 03-01, from 30 per cent to 5 per cent.

The French text of this announcement may be seen at Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4.

UGANDA

Import licensing regulations

THE External Trade (Import Restricted Goods) (Amendment) (No. 2) Order, 1964, published in the Uganda Gazette, adds to the list of items of United Kingdom origin for which, with effect from October 30, 1964, import licences are required:

Bicycle tyres and bicycle tubes of the size 28 inches by 1½ inches.

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

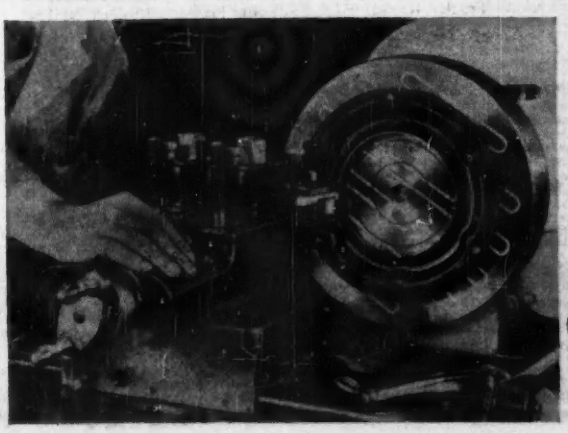
GOVERNMENT NOTICE R1876, R1878 and R1886, published in the Republic of South Africa *Government Gazette* of November 20, set out the following amendments to the Republic's customs tariff with effect from that date:

Tariff Item	Article	Minimum Duty	Intermediate Duty	Maximum Duty
	G.N. 1876.	Cents	Cents	Cents
133	Pickaxes, shovels and ballast forks: By the substitution for the item of the following item:			
	133 (1) Pickaxes, shovels and ballast forks	—	Free	—
	(2) Grub hoes	—	20%	—
	G.N. R.1878.			
329	By the addition after paragraph (7) of the following paragraph:			
	(8) Hypodermic needles per doz.	—	5	—
	G.N. R.1886.			
78	Man-made fibres:			
	(3) Other man-made fibres, excluding glass fibre:			
	(a) Acrylic tow	—	Free	—
	(b) Other	—	10%	—
	By the substitution for paragraph (3) of the following:			
	(3) Other man-made fibre (excluding glass fibre)	—	Free	—
126	By the addition after paragraph (k) of the following:			
	(l) Zirconium ore (excluding pigment)	—	Free	—
246	(5) Tetrachlorethylene, ethylene dichloride, chlorinated diphenyl and carbon tetrachloride	—	Free	—
	By the insertion, after the words 'ethylene dichloride', of the word 'diphenyl'.			

Rebate of duty for manufacturing purposes

GOVERNMENT NOTICE R1881 and R1884, published in the Republic

(*Continued on next page*)



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SOUTH AFRICA, *continued*

of South Africa *Government Gazette* of November 20, amend the Second and Third Schedules to the customs tariff as follows:

Item	Articles	Rebate of Duty	Refund of Duty
	SECOND SCHEDULE		
	G.N. R1881.		
491	Industry for the manufacture of clothing, other than shirts, collars, pyjamas, night-dresses, knitted apparel, waterproof clothing and clothing of real or imitation fur:		
	1 (a) For the manufacture of women's, girls', men's and boys' clothing.		
	The provisions of sub-paragraphs (xv), (xix), (xxiii) and (xxiv) of paragraph 1 (a) relating to certain woven unprinted fabrics containing more than 50% by weight of man-made fibre have been amended in order to withdraw the facilities for rebate of duty on fabrics raised on one or on both sides and of a free-on-board price per square yard not exceeding 28c.		
493	Shirt, collar and pyjama suit manufacturing industries:		
	(5) Calico, drill, twill and sateen of a free-on-board price not exceeding 20c. per yard, containing 50% or more by weight of cotton:		
	(A) Raised on one or on both sides, for the manufacture of pyjama suits.		
	By the deletion of paragraph (5).		
	The provisions of paragraphs (6), (11) and (14) of item 493 relating to certain calico, drill, twill and sateen and woven unprinted fabric containing more than 50% by weight of man-made fibre have been amended in order to withdraw the facilities for rebate of duty on fabrics raised on one or on both sides and of a free-on-board price per square yard not exceeding 28c.		
507	(5) Calico, drill, twill and sateen, raised on one or on both sides (not being khaki-coloured), containing 50% or more by weight of cotton and of a free-on-board price not exceeding 20c. per yard.		
	By the deletion of the paragraph.		
	The provisions of paragraph (6), (9) and (12) of item 507 relating to certain calico, drill, twill and sateen, fabrics made from staple fibre yarn of rayon or cellulose acetate and woven unprinted fabric containing more than 50% by weight of man-made fibre have been amended in order to withdraw the facilities for rebate of duty on fabrics raised on one or on both sides and of a free-on-board price per square yard not exceeding 28c.		
	THIRD SCHEDULE		
	G.N. R1884.		
966	Materials or articles used in the manufacture, processing or packing of goods in the Republic, as specified hereunder, on exportation of such goods:		
	By the substitution for sub-paragraph 50 of paragraph (a) of the following sub-paragraph:		
	(50) Woven fabrics, used in the manufacture of headgear	—	The whole duty

Imposition of ordinary dumping duty

GOVERNMENT NOTICE R1883 and R1885, published in the Republic of South Africa *Government Gazette* of November 20, impose ordinary duty in addition to any other duty payable thereon, on the undermentioned goods which are imported into the Republic from or originate in the territories mentioned hereunder. The dumping duty imposed also applies to any such goods imported under rebate of duty facilities.

Tariff Item	Goods	Territories
	G.N. R1883.	
ex 87 (6)	Wire staples (excluding insulating wire staples), n.e.e.	Austria, Federal Republic of Germany, Western Sectors of Berlin, Sweden, United Kingdom of Great Britain and Northern Ireland, United States of America.
	G.N. R1885.	
ex 205 (1) (a) (xiii)	Polystyrene in blocks, lumps, powders and similar bulk forms.	Federal Republic of Germany, Western Sectors of Berlin, Unite Kingdom of Great Britain and Northern Ireland, United States of America.

Note:

The effect of G.N. R1883 is to re-impose the existing dumping duty, but to exclude insulating wire staples from it.

NIGERIA

Customs tariff changes

THE First and Second Schedules to the Nigerian Customs Tariff (see *Board of Trade Journal*, August 21, 1964, see pages 404-408) are amended by the Customs Tariff (Duties and Exemptions) (No. 8) Order, 1964, as below, and became effective from November 27, 1964.

FIRST SCHEDULE – IMPORT DUTIES

	Rate of Duty £ s. d.
(a) by the insertion of the following immediately after sub-item (4) of Item 3:	
'(4A) Robes, professional, of judges, law officers, magistrates and all officers of the Nigeria Civil Service who are barristers-at-law *ad val.*	10%'
(b) by the deletion of sub-item (6) of item 3.	
(c) by the deletion of the word 'undervest' in sub-item (7) (a) of item 3.	
(d) by the insertion of the following in sub-item (7) of item 3:	
(c) Singlets . . . . . each	0 3 6
or *ad val.*	40%
whichever is the higher.	
(e) by the deletion of item 5 and the substitution therefor of the following:	
'5. Bags and sacks (other than bags loosely sewn) of textile material:	
(1) Of jute with dimensions not exceeding 44 inches by 28 inches shown to the satisfaction of the Board to be imported for the packing of goods . . . . . each	0 0 2
(2) Other:	
(a) Imported for the packing of goods by an importer approved in that behalf by the Minister . . . . . each	0 0 2
(b) Other . . . . . each	0 1 4
or *ad val.*	33⅓%
whichever is the higher.'	
(f) by the deletion of the expression 'the ton £1 15s. 0d. or *ad valorem* 20% whichever is the higher' in item 14 and the substitution therefor of the expression 'the ton £1 0s. 0d.'	
(g) by the insertion of the following immediately after item 24:	
'24A. Firearms, the following:	
Air guns including air rifles; shot guns . . . . . *ad val.*	50%'
(h) by the deletion of item 27 and the substitution therefor of the following:	
'Furniture including framed mirrors, ornaments, framed pictures and photographs, and similar articles:	
(1) Metal office furniture and cabinets; identifiable parts thereof *ad val.*	50%
(2) Other, including bed mattresses of all materials; identifiable parts thereof . . . . . *ad val.*	75%'
(i) by the deletion of the expression 'and parts thereof' in item 35.	
(j) by the deletion of the expression 'the Nigerian Electricity Supply Company Ltd.' in item 45 (i) (a) and the substitution therefor of the expression 'the Nigerian Electricity Supply Corporation Limited.'	
(k) by the deletion of item 45A and the substitution therefor of the following:	
'45A. Paints, including enamel paint; lacquers, varnishes, distempers, putty, painters' fillings, and stopping, sealing and similar mastics including resin mastics and cements . . . . . the pound	0 0 10
or *ad val.*	33⅓%
whichever is the higher.'	
(l) by the deletion of item 46 and the substitution therefor of the following:	
'46. Paper:	
(1) Kraft paper for use by a manufacturer approved in that behalf by the Minister . . . . . *ad val.*	10%
(2) Paperboard (cardboard) including corrugated cardboard but excluding building board in uncut rectangular sheets of a size not less than 16 inches by 15 inches . . . . . *ad val.*	15%
(3) Printing and writing paper, other than newsprint, namely, plain or composite paper in reels of not less than 9 inches wide, or flat or folded in the original mill ream wrapper of a size not less than 16 inches by 15 inches . . . . . *ad val.*	15%
(4) Toilet . . . . . *ad val.*	33⅓%
(5) Other paper and paper manufactures . . . . . *ad val.*	25%'
(m) by the insertion of the following immediately after item 46:	
'46A. Parts, identifiable as such, of machinery, apparatus and appliances but not including machines mainly for domestic use, tanks of iron or steel, toilet machines, weighing machines, vehicles, or internal combustion engines suitable for driving vehicles:	
(1) Agricultural;	
(2) Cranes, chain pulleys, bucket and gravity conveyors, hoists, mechanical excavators and winches;	
(3) Dairying;	
(4) Dental;	
(5) For use in connection with the preparation of, or prospecting for, any agricultural or forest product of Nigeria;	
(6) Hand implements and tools – agricultural, horticultural, artisans', labourers';	
(7) Horticultural;	
(8) Industrial and manufacturing, including machine tools;	
(9) Land surveying;	
(10) Mining and for prospecting for mineral oils;	
(11) For water supply, sewerage, drainage or irrigation, the following only: Pipe, piping, tubes, and fittings therefor, other than of cement, asbestos cement or plastic; pumps, rams, lifting gates and hoists . . . . . *ad val.*	5%'
'46B. Parts, identifiable as such, of machinery, apparatus, appliances and instruments for the generation, measurement, transformation, storage, transmission, distribution of, or lighting by electric power, but not including electroliers, lamps, lamp shades or reflectors, portable batteries, domestic or toilet machines or appliances, electric appliances used in vehicles and internal combustion engines of the kind used as propulsion units for vehicles . . *ad val.*	5%'
(n) by the deletion of items (a) and (b) in sub-item (1) of item 49 and the substitution therefor of the following:	
'(a) Cotton fabrics, plain weave, unbleached or bleached, but not mercerized, dyed or otherwise processed . . . . . each	0 1 3
or *ad val.*	33⅓%
whichever is the higher.	
(b) Interlock fabrics:	
(1) for use exclusively for the manufacture of excisable goods by a manufacturer approved in that behalf by the Minister the pound, each	0 3 3
or *ad val.*	50%
whichever is the higher.	
(2) Other . . . . . the pound, each	0 15 0
or *ad val.*	50%
whichever is the higher.'	
(o) by the deletion of the expression '*ad valorem* 25%' in sub-item (3) of item 52 and the substitution therefor of the expression '*ad valorem* 33⅓%.'	

(p) by the deletion of item 57.
(q) by the deletion of the expression 'the hundredweight 2 0 0' in sub-item (2) of item 60 and the substitution therefor of the expression 'the hundredweight 3 0 0.'

SECOND SCHEDULE – EXEMPTION FROM IMPORT DUTIES OF CUSTOMS

(a) by the deletion of item 6 and the substitution therefor of the following:

'6. Articles, the following, for the manufacture of the goods specified, imported by a manufacturer approved in that behalf by the Minister:

Articles	Goods to be manufactured
(1) Aluminium and aluminium alloys, unwrought	—
(2) Asbestos, crude, washed or ground	—
(3) Blending agents, flavouring concentrates, and neutral blending alcohol	Potable alcoholic liquor
(4) Bottles, glass, empty	Potable alcoholic liquor
(5) Cigarette paper, by the roll	Cigarette
(6) Cordage and rope, not less than one quarter (¼) inch diameter, of any materials other than steel	—
(7) Ferro alloys of manganese and silicon in primary forms	—
(8) Fire bricks, fire clay, fire cement and furnace cement	—
(9) Fluorspar, crude	—
(10) Glass, in the mass, the following: frits, powdered vitrite	—
(11) Gypsum	Cement
(12) Iron and steel, namely, ingots, blooms, slabs, billets, sheet bars, tinplate bars and equivalent primary forms	—
(13) Iron and steel products, namely, plates, sheets, strip universals uncoated; joists, girders, angles, sections and bars cut to size but not further worked, excluding concrete reinforcing rounds; castings and forgings not further worked	—
(14) Jute, raw	—
(15) Lead, unwrought and simply worked	—
(16) Leather and textile materials	Shoes
(17) Phenol formaldehyde, gelatin pearl glue and extruder powder used with such substances	—
(18) Pigments, colouring materials and dyestuffs, but not including washing blue, prepared paints and distempers	—
(19) Plastic materials, synthetic, in powder, liquid, solid (but not sheet) or granule form	—
(20) Splints and skillets	Matches and match boxes
(21) Tinplate of iron and steel, not exceeding ·016 inch gauge unworked	—
(22) Tyre cord, of textile materials other than cotton	Tyres
(23) Wire rod; galvanized wire	Nails; wire products
(24) Wire, steel and multi-strand	Tyres
(25) Zinc ingots	Galvanized products'

(b) by the insertion of a new item as follows:

'6A. Articles, the following, where the Board is satisfied that they are imported *solely* for the following purposes:

Article	Purpose
Parts, identifiable as such, of machinery, apparatus and appliances, but not including machines mainly for domestic use, tanks of iron or steel, toilet machines, weighing machines, vehicles, or internal combustion engines suitable for driving vehicles.	(1) Intended for scientific machinery, apparatus or appliances, and for scientific purposes or research, or for education in science. (2) Intended for specialized hospital or surgical equipment, and for use in connection with medical or surgical treatment.

(c) by the deletion of the expression 'means unrefined gold and silver in amalgam or lumps and bars and refined gold and silver in bars' in item 8 and the substitution therefor of the expression 'means refined gold or silver in lumps, bars or amalgam; refined gold or silver in bars'.
(d) by the deletion of the expression 'the Nigerian Railway Corporation' in item 46 and the substitution therefor of the expression 'the Nigerian Railway Corporation, the Nigerian Ports Authority, or a person approved in that behalf by the Minister'.

EXPLANATORY NOTES

This Order has the following effects:

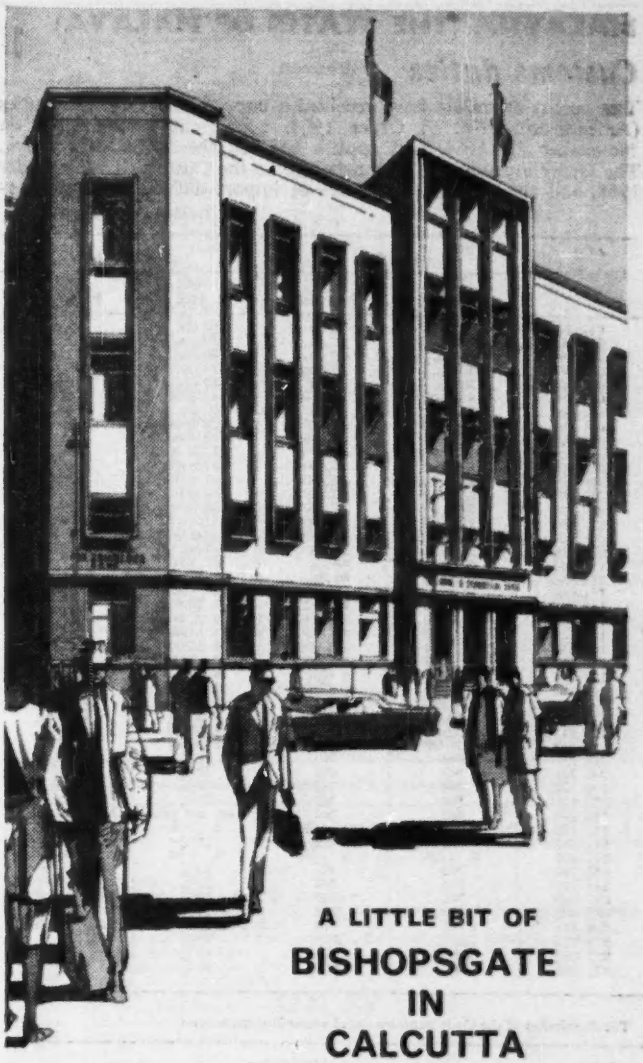
FIRST SCHEDULE – IMPORT DUTY

(a) Reduces:
(1) from 33⅓% to 10% *ad valorem* the rate for professional robes of judges, law officers, magistrates and all officers of the Nigerian Civil Service who are barristers-at-law.
(2) the rate for cement clinker from £1 15s. 0d. the ton or *ad valorem* 20% to £1 the ton.
(3) from 33⅓% to 5% *ad valorem* the rate for identifiable parts of certain types of machinery, apparatus, appliances and tools.
(4) the rate for kraft paper for use by approved manufacturers from 25% to 10% *ad valorem*.
(b) Restores the concessionary rate of 2d. each for approved importations of bags and sacks made of textile materials other than jute.
(c) Re-introduces an alternative rate – now at 33⅓% – for bags and sacks made of textile materials other than jute.
(d) Makes identifiable parts of furniture dutiable at the same rates – *ad* 50 or 75% – as main articles of furniture.
(e) Restricts the alternative specific rate of 3s. 3d. per pound for interlock fabrics to approved manufacturers of excisable goods and prescribes 15s. the pound for other importations.
(f) Increases the rates for:
(1) other road motor vehicles including motor cycles and motorized cycles from 25% to 33⅓% *ad valorem*.
(2) caustic soda for ordinary users from £2 to £3 the hundredweight.
(g) Rationalizes further the arrangement and, also in some cases, the wording of the items for certain goods like singlets, firearms, paint, interlock fabrics, bleached and unbleached cotton fabrics.

SECOND SCHEDULE – EXEMPTION FROM IMPORT DUTIES

(a) Prescribes approved user exemptions for empty glass bottles, wire rod, galvanized wire, zinc ingots, railway requisites, identifiable parts of certain types of machinery, apparatus and appliances.
(b) Rationalizes the item for bullion and approved users.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).



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MALAYSIA (THE STATES OF MALAYA)

Customs duties

THE BOARD OF TRADE have received a copy of the Customs Duties (Amendment) (No. 9) Order 1964, which came into force on November 25, 1964, and applies only to the States of Malaya. The Order amends the First Schedule to the Customs Duties Order 1961, and the old and new rates of import duty are as follows:-

(Malayan dollars 8·57 = £1)

Code Number	Old Rate		New Rate	
	(2) Full	(3) Preferential	(4) Full	(5) Preferential
012 101	30 cts.	30 cts.	50 cts.	50 cts.
012 102	30 cts.	30 cts.	50 cts.	50 cts.
012 103	30 cts.	30 cts.	50 cts.	50 cts.
012 901	30 cts.	30 cts.	50 cts.	50 cts.
012 909	30 cts.	$224·00	$336·00	$336·00
051 101	$224·00	10 cts.	15 cts.	15 cts.
051 102	10 cts.	$224·00	$336·00	$336·00
051 200	$224·00	$224·00	$336·00	$336·00
051 300	$224·00	$224·00	$336·00	$336·00
051 400	$224·00	$224·00	$336·00	$336·00
051 500	$224·00	$224·00	$336·00	$336·00
051 901	$224·00	$224·00	$336·00	$336·00
051 908	$224·00	$224·00	$336·00	$336·00
051 909	$224·00	$224·00	$336·00	$336·00
052 000	$224·00	$224·00	$448·00	$448·00
055 101	$224·00	25 cts.	30 cts.	30 cts.
073 000	25 cts.	40 cts.	$ 1·60	$ 1·60
111 012	40 cts.	40 cts.	$ 1·60	$ 1·60
111 021	40 cts.	40 cts.	$ 1·60	$ 1·60
111 022	40 cts.	$ 67·25	$ 76·90	$ 68·15
112 110	$ 76·00	$ 15·00	$ 22·00	$ 17·00
112 122	$ 20·00	$ 7·50	$ 12·00	$ 9·50
112 123	$ 10·00	$ 15·00	$ 22·00	$ 17·00
112 132	$ 20·00	$ 7·50	$ 12·00	$ 9·50
112 133	$ 10·00	$ 67·25	$ 76·90	$ 68·15
112 209	$ 76·00	$ 22·00	$ 31·00	$ 31·00
112 303	$ 22·00	$ 67·25	$ 76·90	$ 68·15
112 309	$ 76·00	$ 52·50	$ 56·60	$ 56·60
112 409	$ 52·50	$ 22·00	$ 31·00	$ 31·00
112 412	$ 22·00	$ 67·25	$ 76·90	$ 68·15
112 418	$ 76·00	Nil	20%	20%
243 221	Nil	Nil	20%	20%
243 321	Nil	Nil	20%	20%
243 322	Nil	Nil	20%	20%
273 120	Nil	Nil	3 cts. per galn.	3 cts. per galn.
332 209	$ 1·20	$ 1·20	$ 1·30	$ 1·30
512 122	Nil	Nil	25%	25%
512 501	$ 1·20	$ 1·20	$ 1·30	$ 1·30
521 401	Nil	Nil	20%	20%
632 101	Nil	Nil	20%	20%
632 201	Nil	Nil	20%	20%
632 400	Nil	Nil	20%	20%
661 300	Nil	Nil	5 cts. per piece	5 cts. per piece
698 851	25%	25%	10%	10%
971 001	25%	25%	10%	10%
971 002	25%	25%	10%	10%
971 003	25%			

The description of the Code numbers stated above is given below:

Code No.	Description
012 101	Bacon.
012 102	Ham.
012 103	Salted pork.
012 901	Beef and veal dried, salted or smoked.
012 909	Other meat and edible meat offal, dried, salted or smoked, not in airtight containers.
051 101	Oranges, tangerines, and mandarins, fresh.
051 102	Oranges, tangerines, and mandarins, dried.
051 200	Other citrus fruit, fresh or dried.
051 300	Bananas and plantains.
051 400	Apples.
051 500	Grapes.
051 901	Pears and quinces.
051 908	Tropical fruit except bananas, etc.
051 909	Other fresh fruit.
052 000	Dried fruits, except citrus fruit, including fruit artificially dehydrated.
055 101	Dried mushrooms.
073 000	Chocolate and other food preparations containing over 50% by weight of cocoa.
111 012	Spa waters and aerated waters, not flavoured.
111 021	Non-aerated beverages, non-alcoholic, ready for consumption without dilution, excluding fruit and vegetable juices falling within item 053 504.
111 022	Non-alcoholic beverages not elsewhere specified or included, including flavoured spa waters and flavoured aerated waters.
112 110	Grape must, in fermentation or with fermentation arrested otherwise than by the addition of alcohol.
112 122	Still wines, not containing aromatic flavour materials exceeding 26% but not exceeding 42% proof spirit.
112 123	Still wines, not containing aromatic flavour materials of a strength not exceeding 26% proof spirit.
112 132	Vermouths and other wines of fresh grapes flavoured with aromatic extracts of a strength exceeding 26% but not exceeding 42% proof spirit.
112 133	Vermouths and other wines of fresh grapes flavoured with aromatic extracts of a strength not exceeding 26% proof spirit.
112 209	Mead and other fermented fruit and vegetable juices.
112 303	Saki.
112 309	Other fermented cereal beverages.
112 409	Liqueurs, bitters and similar beverages not exceeding 100% proof spirit.
112 412	Arrack and pineapple spirit.
112 418	Other spirituous beverages.
243 221	Woods simply squared and planks. Blocks for flooring, conifer, including parquet.
243 321	Blocks for flooring, teak, including parquet.
243 322	Blocks for flooring, non-conifer, other than teak, including parquet.
273 120	Stone other than mineral ores and dolomite: Marble, travertine, ecaussine, and other calcareous monumental and building stone of an apparent specific gravity of 2·5 or more, and alabaster, including such stone not further worked than roughly split, roughly squared, or squared by sawing.
332 209	Petroleum products: Other petroleum spirit having a flashpoint of 73°F or over including white spirit.
512 122	Benzene.
512 501	Formic acid.
521 401	Benzole.
632 101	Boxes, packing cases and crates of plywood not assembled.
632 201	Casks, barrels, vats, tubs, buckets and other coopers' products of wood: Assembled.
632 400	Builders' carpentry and joinery, including prefabricated and sectional wooden buildings, and assembled parquet flooring panels.
661 300	Road and paving sets, curbs and flagstones, of natural stone and worked monumental or building stone, including marble, alabaster, granite, sandstone, dolomite, slate, and steatite and articles thereof (including mosaic cubes) excluding writing slates, ceramic products and works of art.
698 851	Crown corks.
971 001	Gold bullion (refined gold in bars).
971 002	Partly-worked gold and waste and sweepings of gold, including rolled gold, but not articles thereof.
971 003	Gold coin.

MALAYSIA (SABAH)

Customs duties

THE BOARD OF TRADE have received a copy of the Customs Duties (Sabah) (Amendment) (No. 7) Order 1964, which came into force on November 25, 1964, and applies only to the State of Sabah. The Order amends the First Schedule to the Customs Duties (Sabah) Order 1963, and the old and new rates of import duty are as follows:-

(Malayan dollars 8·57 = £1)

Code Number	Old Rate		New Rate	
	(2) Full	(3) Preferential	(4) Full	(5) Preferential
012 101	Nil	Nil	50 cts.	50 cts.
012 102	Nil	Nil	50 cts.	50 cts.
012 103	Nil	Nil	50 cts.	50 cts.
012 901	Nil	Nil	50 cts.	50 cts.
012 909	Nil	Nil	20%	20%
013 300	Nil	Nil	20%	20%
013 401	Nil	Nil	20%	20%
013 402	Nil	Nil	20%	20%
013 409	Nil	Nil	20%	20%
013 802	Nil	Nil	20%	20%
013 809	Nil	Nil	$224·00	$224·00
051 101	$ 89·60	$ 89·60	10 cts.	10 cts.
051 102	4 cts.	4 cts.	$224·00	$224·00
051 200	$ 89·60	$ 89·60	$224·00	$224·00
051 300	$ 89·60	$ 89·60	$224·00	$224·00
051 400	$ 89·60	$ 89·60	$224·00	$224·00
051 500	$ 89·60	$ 89·60	$224·00	$224·00
051 901	$ 89·60	$ 89·60	$224·00	$224·00
051 908	$ 89·60	$ 89·60	$224·00	$224·00
051 909	$ 89·60	$ 89·60	$224·00	$224·00
052 000	$ 89·60	$ 89·60	$224·00	$224·00
055 101	$112·00	$112·00	$ 89·60	$ 89·60
061 101	$ 67·20	$ 67·20	$ 89·60	$ 89·60
061 109	$ 67·20	$ 67·20	20 cts.	20 cts.
061 600	8 cts.	8 cts.	$ 22·40	$ 22·40
061 902	10%	10%	$ 5·60	$ 5·60
061 909	$ 3·36	$ 3·36	$ 28·00	$ 22·40
062 010	$ 16·80	$ 11·20	$ 22·40	$ 22·40
062 021	10%	10%	$ 6·72	$ 6·72
062 022	$ 3·36	$ 3·36	$ 1·20	$ 1·20
111 012	25 cts.	25 cts.	$ 1·20	$ 1·20
111 021	40 cts.	40 cts.	$ 1·20	$ 1·20
111 022	40 cts.	40 cts.	$ 68·15	$ 68·15
112 110	$ 57·60	$ 57·60	$ 34·00	$ 34·00
112 121	$ 28·00	$ 28·00	$ 17·00	$ 17·00
112 122	$ 14·00	$ 14·00	$ 9·50	$ 9·50
112 123	$ 7·00	$ 7·00	$ 17·00	$ 17·00
112 132	$ 14·00	$ 14·00	$ 9·50	$ 9·50
112 133	$ 7·00	$ 7·00	$ 68·15	$ 68·15
112 209	$ 57·60	$ 57·60	$ 30·00	$ 30·00
112 303	$ 20·00	$ 20·00	$ 68·15	$ 68·15
112 309	$ 57·60	$ 57·60	$ 45·00	$ 45·00
112 405	$ 39·60	$ 39·60	$ 60·00	$ 60·00
112 406	$ 56·60	$ 56·60	$ 54·00	$ 54·00
112 409	$ 52·50	$ 52·50	$ 30·00	$ 30·00
112 412	$ 20·00	$ 20·00	$ 68·15	$ 68·15
112 418	$ 57·60	$ 57·60	30%	30%
112 419	Nil	Nil	65 cts.	65 cts.
332 101	35 cts.	35 cts.	65 cts.	65 cts.
332 102	Nil	Nil	65 cts.	65 cts.
332 103	Nil	Nil	65 cts.	65 cts.
332 109	35 cts.	35 cts.	9 cts.	9 cts.
332 301	10 cts.	10 cts.	9 cts.	9 cts.
332 309	10 cts.	10 cts.	7 cts.	7 cts.
332 400	10 cts.	10 cts.	65 cts.	65 cts.
332 511	20 cts.	20 cts.	$ 7·84	$ 7·84
332 512	$ 5·60	$ 5·60	65 cts.	65 cts.
332 521	20 cts.	20 cts.	$ 7·84	$ 7·84
332 522	$ 5·60	$ 5·60	10%	10%
332 620	Nil	Nil	80 cts.	80 cts.
512 122	35 cts.	35 cts.	80 cts.	80 cts.
521 401	35 cts.	35 cts.	5 cts. per piece	5 cts. per piece
698 851	Nil	Nil		

The description of the Code numbers stated is given below:

Code No.	Description
012 101	Bacon.
012 102	Ham.
012 103	Salted pork.
012 901	Beef and veal dried, salted, or smoked.
012 909	Other meat and edible meat offal, dried, salted or smoked, not in airtight containers.
013 300	Meat extracts and meat juices.
	Sausages and the like, of meat, of meat offal, or of animal blood, as under:
013 401	Fresh, chilled or frozen.
013 402	In airtight containers.
013 409	Other, including smoked.
	Other prepared or preserved meat or meat offal including mixtures of meat and vegetables, as under:
013 802	In airtight containers not specially prepared for use as infant food.
013 809	Other, including meat pies and the like.
051 101	Oranges, tangerines, and mandarins, fresh.
051 102	Oranges, tangerines, and mandarins, dried.
051 200	Other citrus fruit, fresh or dried.
051 300	Bananas and plantains.
051 400	Apples
051 500	Grapes.
051 901	Pears and quinces
051 908	Tropical fruit except bananas and pineapples, including chikus, chempedak, dukus, durians, jack fruit, langsats, mangoes, mangosteens, papayas and rambutans.
051 909	Other fresh fruit.
052 000	Dried fruits, except citrus fruit, including fruit artificially dehydrated.
055 101	Dried mushrooms.
061 101	Sugar, regardless of source, not intended for industrial refining, irrespective of sugar content.
061 109	Sugars not elsewhere specified or included.
061 600	Natural honey.
061 902	Golden syrup, artificial and blended honey, treacle packed for retail sale.
061 909	Sugar syrup and caramel.
062 010	Sugar confectionery, not containing cocoa.
062 021	Flavoured or coloured syrups, and molasses, excluding articles falling within item 053 505.
062 022	Flavoured or coloured sugars.
111 012	Spa waters and aerated waters, not flavoured.
111 021	Non-aerated beverages, non-alcoholic, ready for consumption without dilution, excluding fruit and vegetable juices falling within item 053 504.
111 022	Non-alcoholic beverages not elsewhere specified or included including flavoured spa waters and flavoured aerated waters.
112 110	Grape must, in fermentation or with fermentation arrested otherwise than by the addition of alcohol.
112 121	Sparkling wine not exceeding 42 per cent proof spirit.
112 122	Still wines, not containing aromatic flavour materials exceeding 26% but not exceeding 42% proof spirit.
112 123	Still wines, not containing aromatic flavour materials of a strength not exceeding 26% proof spirit.
112 132	Vermouths and other wines of fresh grapes flavoured with aromatic extracts of a strength exceeding 26% but not exceeding 42% proof spirit.
112 133	Vermouths and other wines of fresh grapes flavoured with aromatic extracts of a strength not exceeding 26% proof spirit.
112 209	Mead and other fermented fruit and vegetable juices.
112 303	Saki.
112 309	Other fermented cereal beverages.
112 405	Rum, in bottle not exceeding 81% proof spirit.
112 406	Rum, other.
112 409	Liqueurs, bitters and similar beverages not exceeding 100% proof spirit.
112 412	Arrack and pineapple spirit.
112 418	Other spirituous beverages.
112 419	Compound alcoholic preparations (concentrated extracts) for the preparation of beverages.
332 101	Motor spirit, refined, other than aviation spirit, including spirit obtained from natural gas and whether or not containing traces of anti-knock products and anti-oxidants.
332 102	Aviation spirit, 100 octane and above.
332 103	Aviation spirit, other.
332 109	Other petroleum spirit having a flashpoint below 73°F.
332 301	High speed diesel fuel (gas oil).
332 309	Other diesel fuel.
332 400	Fuel oils not elsewhere specified or included.
332 511	Lubricating oil containing at least 70% petroleum products.
332 512	Lubricating grease containing at least 70% petroleum products.
332 521	Lubricating oil containing less than 70% petroleum products.
332 522	Lubricating grease containing less than 70% petroleum products.
332 620	Paraffin wax, microcrystalling wax, slack wax, ozokerite, lignite wax, peat wax and other mineral wax, whether or not coloured.
512 122	Benzene.
521 401	Benzole.
698 851	Crown corks.

MALAYSIA (SARAWAK)

Customs duties

THE BOARD OF TRADE have received a copy of the Customs (Import and Export) Duties (Amendment) (No. 3) Order 1964, which came into force on November 25, 1964, and applies only to the State of Sarawak. The Order amends the First Schedule to the Customs (Import and Export) Duties Order 1963, and the old and new rates of import duty are as follows:-

(Malayan dollars 8·57 = £1)

Code Number	Old Rate		New Rate	
	(2) Full	(3) Preferential	(4) Full	(5) Preferential
012 101	Nil	Nil	50 cts.	50 cts.
012 102	Nil	Nil	50 cts.	50 cts.
012 103	Nil	Nil	50 cts.	50 cts.
012 901	Nil	Nil	50 cts.	50 cts.
012 909	Nil	Nil	50 cts.	50 cts.
013 300	Nil	Nil	20%	20%
013 401	Nil	Nil	20%	20%
013 402	Nil	Nil	20%	20%
013 409	Nil	Nil	20%	20%
051 101	$179·20	$179·20	$224·00	$224·00
051 102	8 cts.	8 cts.	10 cts.	10 cts.
051 200	$179·20	$179·20	$224·00	$224·00
051 300	$179·20	$179·20	$224·00	$224·00
051 400	$179·20	$179·20	$224·00	$224·00
051 500	$179·20	$179·20	$224·00	$224·00
051 901	$179·20	$179·20	$224·00	$224·00
051 908	$179·20	$179·20	$224·00	$224·00
051 909	$179·20	$179·20	$224·00	$224·00
052 000	$179·20	$179·20	$224·00	$224·00
055 101	$112·00	$112·00	$224·00	$224·00
061 101	$ 33·60	$ 33·60	$ 56·00	$ 56·00
061 109	$ 33·60	$ 33·60	$ 56·00	$ 56·00
061 500	$ 1·68	$ 1·68	$ 3·36	$ 3·36
061 600	8 cts.	8 cts.	20 cts.	20 cts.
061 902	10%	10%	$ 22·40	$ 22·40
061 909	10%	10%	$ 5·60	$ 5·60
062 010	$ 16·80	$ 16·80	$ 28·00	$ 28·00
062 021	10%	10%	$ 22·40	$ 22·40
062 022	$ 1·68	$ 1·68	$ 6·72	$ 6·72
111 012	25 cts.	25 cts.	$ 1·20	$ 1·20
111 021	25 cts.	25 cts.	$ 1·20	$ 1·20
111 022	25 cts.	25 cts.	$ 1·20	$ 1·20
112 110	$ 67·25	$ 67·25	$ 68·15	$ 68·15
112 121	$ 33·75	$ 33·75	$ 34·00	$ 34·00
112 122	$ 15·00	$ 15·00	$ 17·00	$ 17·00
112 123	$ 7·50	$ 7·50	$ 9·50	$ 9·50
112 132	$ 15·00	$ 15·00	$ 17·00	$ 17·00
112 133	$ 7·50	$ 7·50	$ 9·50	$ 9·50
112 209	$ 67·25	$ 67·25	$ 68·15	$ 68·15
112 303	$ 27·00	$ 27·00	$ 30·00	$ 30·00
112 309	$ 67·25	$ 67·25	$ 68·15	$ 68·15
112 405	$ 39·60	$ 39·60	$ 45·00	$ 45·00
112 406	$ 56·60	$ 56·60	$ 60·00	$ 60·00
112 412	$ 27·00	$ 27·00	$ 30·00	$ 30·00
112 418	$ 67·25	$ 67·25	$ 68·15	$ 68·15
112 419	Nil	Nil	30%	30%
512 122	65 cts.	65 cts.	80 cts.	80 cts.
521 401	65 cts.	65 cts.	80 cts.	80 cts.
651 150	5%	5%	Nil	Nil
651 160	5%	5%	Nil	Nil
651 201	5%	5%	Nil	Nil
651 203	5%	5%	Nil	Nil
651 300	5%	5%	Nil	Nil
651 410	5%	5%	Nil	Nil
677 010	15%	15%	Nil	Nil
677 020	15%	15%	Nil	Nil
677 030	15%	15%	Nil	Nil
698 851	15%	15%	5 cts. per piece	5 cts. per piece

The description of the Code numbers stated above is given below:

Code No.	Description
012 101	Bacon.
012 102	Ham
012 103	Salted pork.
012 901	Beef and veal dried, salted, or smoked.
012 909	Other meat and edible meat offal, dried, salted or smoked, not in airtight containers.
013 300	Meat extracts and meat juices.
	Sausages and the like, of meat, of meat offal, or of animal blood, as under:
013 401	Fresh, chilled or frozen.
013 402	In airtight containers.
013 409	Other, including smoked.
051 101	Oranges, tangerines, and mandarins, fresh
051 102	Oranges, tangerines, and mandarins, dried.
051 200	Other citrus fruit, fresh or dried.
051 300	Bananas and plantains.
051 400	Apples.
051 500	Grapes.
051 901	Pears and quinces.
051 908	Tropical fruit except bananas and pineapples, including chikus, chempedak, dukus, durians, jack fruit, langsats, mangoes, mangosteens, papayas and rambutans.
051 909	Other fresh fruit.
052 000	Dried fruits, except citrus fruit, including fruit artificially dehydrated.
055 101	Dried mushrooms.
061 101	Sugar, regardless of source, not intended for industrial refining, irrespective of sugar content.
061 109	Sugars not elsewhere specified or included.
061 500	Molasses, whether or not decolourized.
061 600	Natural honey.
061 902	Golden syrup, artificial and blended honey, treacle packed for retail sale.
061 909	Sugar syrup and caramel.
062 010	Sugar confectionery, not containing cocoa.
062 021	Flavoured or coloured syrups, and molasses, excluding articles falling within item 053 505.
062 022	Flavoured or coloured sugars.
111 012	Spa waters and aerated waters, not flavoured.
111 021	Non-aerated beverages, non-alcoholic, ready for consumption without dilution, excluding fruit and vegetable juices falling within item 053 504.
111 022	Non-alcoholic beverages not elsewhere specified or included including flavoured spa waters and flavoured aerated waters.
112 110	Grape must, in fermentation or with fermentation arrested otherwise than by the addition of alcohol.
112 121	Sparkling wine not exceeding 42% proof spirit.
112 122	Still wines, not containing aromatic flavour materials exceeding 26% but not exceeding 42% proof spirit.
112 123	Still wines, not containing aromatic flavour materials of a strength not exceeding 26% proof spirit.
112 132	Vermouths and other wines of fresh grapes flavoured with aromatic extracts of a strength exceeding 26% but not exceeding 42% proof spirit.
112 133	Vermouths and other wines of fresh grapes flavoured with aromatic extracts of a strength not exceeding 26% proof spirit.
112 209	Mead and other fermented fruit and vegetable juices.
112 303	Saki.
112 309	Other fermented cereal beverages.
112 405	Rum, in bottle not exceeding 81% proof spirit.
112 406	Rum, other.
112 412	Arrack and pineapple spirit.
112 418	Other spirituous beverages.

(Continued on next page)

MALAYSIA (SARAWAK) *continued*

Code No.	Description
112 419	Compound alcoholic preparations (concentrated extracts) for the preparation of beverages.
512 122	Benzene.
521 401	Benzole.
651 150	Silk-worm gut and imitation catgut of silk.
651 160	Silk yarn and yarn spun from noil or other waste silk, not put up for retail sale.
651 201	Yarn of sheep or lamb's wool not put up for retail sale (woollen or worsted yarn).
651 203	Yarn of fine or coarse animal hair other than wool of sheep or lambs not put up for retail sale.
651 300	Cotton yarn, grey (unbleached) not mercerized.
651 410	Cotton yarn, bleached, dyed, or mercerized, not put up for retail sale.
	Iron and steel wire, whether or not coated or covered, but not insulated:
677 010	Not of high carbon or alloy steel.
677 020	Of high carbon steel.
677 030	Of alloy steel.
698 851	Crown corks.

MALAYSIA (SINGAPORE)

Customs duties

THE BOARD OF TRADE have received a copy of the Customs Duties Order 1964, which came into force on November 25, 1964 and applies only to the State of Singapore. This Order replaces the Customs (Duties) Order 1962, and makes alterations to the rates of duty on certain intoxicating liquors, tobaccos, petroleum and petroleum products, foodstuffs, beverages and stone.

Inquiries about Customs duties in Malaysia can be made at Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472 or 473).

MALAYSIA (THE STATES OF MALAYA)

Pioneer Industries Ordinance 1958

THE BOARD OF TRADE have been informed by cable that the Government of the States of Malaya has announced that the following industry and product has been declared a Pioneer Industry and Pioneer Product under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958.

Industry	Product
Manufacture of explosives	Industrial blasting explosives.

The proposal to designate these products was announced in the *Board of Trade Journal* of October 16, 1964, page 877.

All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627), quoting reference CRE 1236/4/G.

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AUSTRALIA

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

Amended by-laws

The following By-laws have been amended to apply to the goods as shown:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
PAPER AND PAPERBOARD, otherwise classifiable under Tariff Item 335 (A)(2)(d), 335 (A)(4) or 335 (A)(5) viz: Printing paper having a substance not exceeding 205 grammes per square metre: Containing no bleached chemical pulp but more than 25% mechanical pulp, for use in the production of newspapers, periodicals, posters and other printed matter, under security	335 (A)(1)(e)	Free
PASSENGERS' PERSONAL EFFECTS, provided they are the passenger's own exclusive property, are or have been in his possession, are for his own use, and not intended for gift, sale, exchange or trade, as follows: (6) (a) Portable gramophones, battery operated or spring wound; (b) Portable tape recorders or dictating machines, battery operated; (c) Gramophone records; (d) Recorded tapes	409 (A)	Free

ARGENTINA

Modifications to import lists

ARGENTINE GOVERNMENT Decree No. 8203 of October 21 modifies as follows the lists attached to Decree No. 5439/59:

Tariff No.	Item
4566	Essence of vanilla, apple, caramel, strawberry, cherry, raspberry, orange and lemon in powder, covered with gums and/or glutinous substances to avoid evaporation and oxidation. This item is removed from List No. 4.
4566	Essence of vanilla, apple, caramel, strawberry, cherry, raspberry, orange, lemon and banana, in powdered form, covered with gums and/or glutinous substances to avoid evaporation and oxidation. This item is included in List No. 4.
4280	Dexamethasone 21-(disodium phosphate). This item is included in List No. 2.
5106	Ampoules and glass bulbs for the manufacture of incandescent lamps of more than 90 mm. only. This item in List No. 3 is modified to read as follows: Ampoules and glass bulbs for the manufacture of incandescent lamps of more than 110 mm. diameter only.
231	Seeds for sowing, excluding kenaf seed and sugar beet seed. This item in List No. 2 is modified to read as follows: Seeds for sowing, excluding kenaf seed, sugar beet seed, and safflower seed.
231	Safflower seed for sowing. This item is included in List No. 1.
3732	Polyamide monofilament in which the greatest and smallest dimensions of its transversal section whatever the shape may be, do not exceed 1·016 mm. nor are less than 0·33 mm. respectively. This item is removed from List No. 5.
3732	Polyamide monofilament in which the greatest and smallest dimensions of its transversal section do not exceed 1·016 mm. nor are less than 0·33 mm. respectively, for the manufacture of slide fasteners, subject to proof of use. This item is included in List No. 4.

'Aforos' for imports

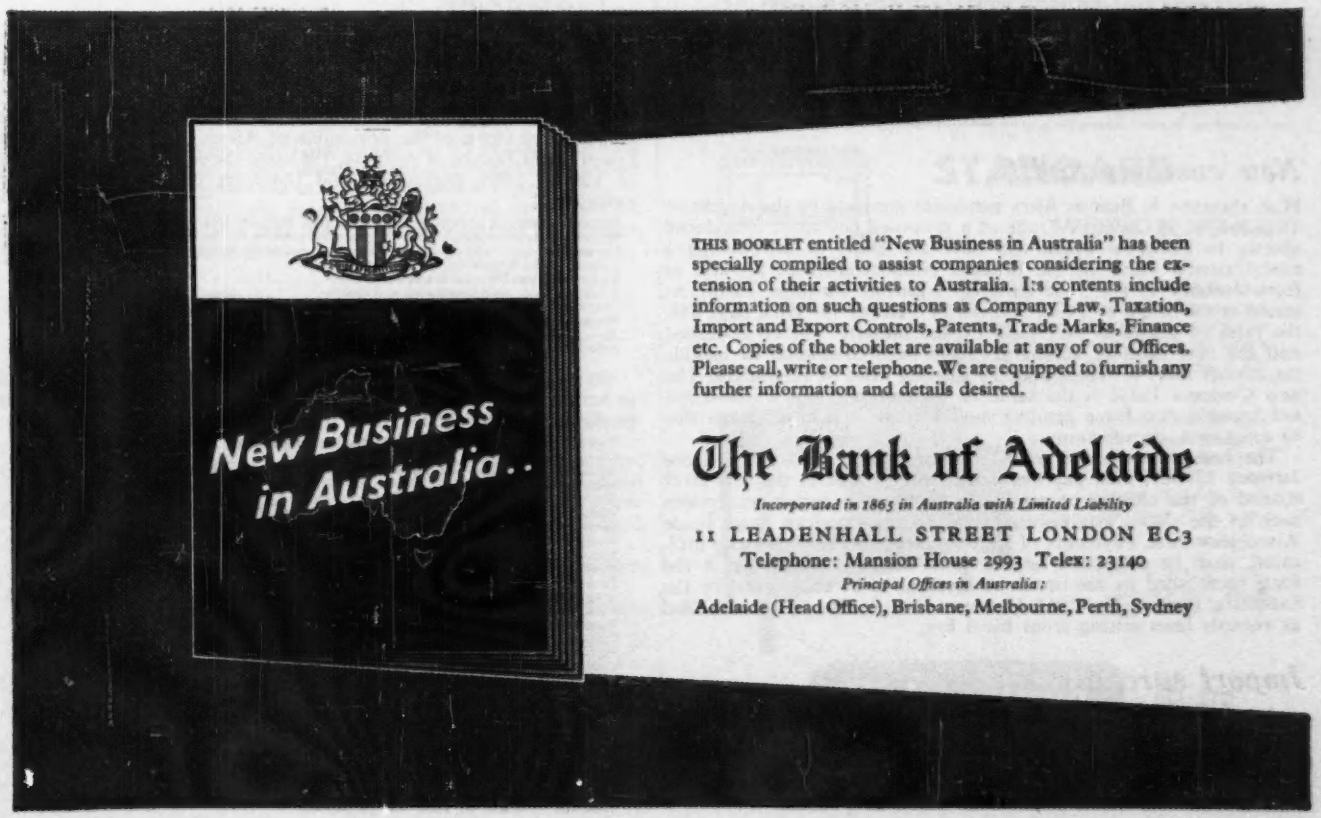
ARGENTINE CUSTOMS Administration Resolution No. 669 of October 27 reports that in view of objections made by the Argentine Chamber of Industrial Manufacturers of motor vehicles, spares, accessories and allied lines, the index price for vacuum sealed units (see the *Board of Trade Journal* of October 2, page 771) is being reconsidered and will remain pending for the time being.

(*Continued on page* 1302)

GEEST LINE

Head Office: Geest Industries Ltd., Spalding, Lincs.
Tel: Spalding 3901. Grams: Geest, Telex, Spalding. Telex 3235.
Port Offices: No 2 Dock, Barry, Glamorgan. Tel: Barry 4121. Telex 49428.
No. 2 Shed, Albert Edward Dock, Preston, Lancs. Tel: Preston 29261, Telex 67642.

Agents: Killick, Martin & Company Ltd., Dunster House, Mark Lane, London, E.C.3. Tel: Mincing Lane 3100. Telex 28424 - Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 20044. Telex 47633. - A. H. Seale & Company Limited, St. Martin House, Bull Ring Birmingham 5. Telephone: Midland 9051



THIS BOOKLET entitled "New Business in Australia" has been specially compiled to assist companies considering the extension of their activities to Australia. Its contents include information on such questions as Company Law, Taxation, Import and Export Controls, Patents, Trade Marks, Finance etc. Copies of the booklet are available at any of our Offices. Please call, write or telephone. We are equipped to furnish any further information and details desired.

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Principal Offices in Australia:

Adelaide (Head Office), Brisbane, Melbourne, Perth, Sydney

ARGENTINA, *continued*

Modifications to import lists

ARGENTINE GOVERNMENT Decree No. 7735 of October 2 and Ministry of Economy Resolution No. 1991 of October 7, modify as follows the lists attached to Decree No. 5439/59, as amended by Decree No. 448/64 (see the *Board of Trade Journal* issues of January 31 and February 14, 1964, pages 241 and 374 respectively):

Tariff No.	Item
	Decree No. 7735
	The following items are removed from List No. 6 'B'.
1799/802	Eccentric presses with automatic feed of strips and/or bobbins for the manufacture of lids and bottoms of containers, up to 20 tons pressure and a maximum of 20 strokes per minute with cutters up to 125 mm. diameter in single pattern and up to 80 mm. diameter in double pattern.
1799/802	Eccentric presses with automatic feed of strips and/or bobbins for the manufacture of pressed containers, up to 20 tons pressure, with cutters up to 140 mm. in length and 125 mm. in width, for up to 20 mm. in depth and a production capacity of up to 120 units per minute.
1799/802	Eccentric presses with automatic feed and/or bobbins for the manufacture of tops for jars and bottles and crown caps, up to 20 tons pressure and a maximum of 220 strokes per minute with cutters up to 125 mm. diameter in single pattern and up to 32 mm. in multiple pattern of up to 5 dies.
	The following items are included in List No. 6 'B'
1799/802	Eccentric presses for the manufacture of lids and bottoms of containers, with automatic feed of strips and/or bobbins, with capacity of up to 35 tons pressure and a maximum of 220 strokes per minute, with cutters of up to 135 mm. diameter in single pattern and up to 8 mm. diameter in double pattern.
1799/802	Eccentric presses for the manufacture of pressed containers, with automatic feed of strips and/or bobbins, with capacity of up to 35 tons pressure and a maximum of 220 units per minute, with cutters of up to 145 mm. in length and up to 135 mm. in width, for up to 26 mm. in depth.
1799/802	Eccentric presses for the manufacture of tops for jars and/or bottles and crown caps with capacity of up to 35 tons pressure and a maximum of 220 strokes per minute, with cutters of up to 135 mm. diameter in single pattern and of up to 32 mm. diameter in double pattern of up to 5 dies.
1799/802-1480	Compact equipment for air cooling and dehydration with total cooling capacity from 10 h.p. up to less than 20 h.p. or from 10 tons up to less than 20 tons normal refrigeration. This item is removed from list 6 "A".
1799/802-1480	Compact equipment for air cooling and dehydration with total cooling capacity from 10 h.p. up to 50 h.p. or from 10 tons up to 50 tons normal refrigeration. This item is included in List No. 6 'A'.
	Resolution No. 1991
3055	Fabrics of artificial silk, excluding those for industrial or technical use. This item is removed from Annex III of Decree No. 448/64.
3055	Fabric of artificial silk, excluding those of industrial or technical use, stockinettes simplex of opaque nylon crimped and plushed and those of shuttled nylon acetate used exclusively for the manufacture of gloves. This item is included in Annex III of Decree No. 448/64.
3055	Stockinettes simplex of opaque nylon crimped and plushed and those of shuttled nylon acetate used exclusively for the manufacture of gloves. This item is included in Annex II of Decree No. 448/64.

New customs tariff

H.M. EMBASSY in Buenos Aires announce the issue by the Argentine Department of Overseas Trade of a proposed law to be introduced shortly to Congress which will have the effect of introducing a new Customs Tariff in the Brussels Nomenclature to replace, as from January 1, 1965, the existing Argentine Customs Tariff. As stated in the *Board of Trade Journal* of October 18, 1963, page 888, the rates of duties as they have existed hitherto will be abolished and the new rates of surcharges have been calculated to include the former rates of duties plus the existing rates of surcharges. The new Customs Tariff is the same as the one previously issued but not brought into force pending modifications and adjustments due to erroneous classification.

The law proposes that goods passing through Customs as from January 1, 1965, shall pay the surcharge indicated in the new tariff instead of the charges at present in force, with certain exceptions such as the duties established in the Latin American Free Trade Association lists. Payments of the surcharges, unless otherwise indicated, shall be calculated on the value of the merchandise in the form established by the norms in force or to be established by the Executive Power. The 1961 Customs Law is also to be amended as regards fines arising from fiscal loss.

Import surcharges

Argentine Government Decree No. 8056 of October 19, confirms and extends the operation of all the surcharges and additional surcharges which are at present applied to imports of goods into Argentina, until October 31, 1965. This extension will automatically lapse when the new Customs Tariff comes into force.

Modifications to import lists

Argentine Ministry of Economy Resolution No. 1992 of October 7 modifies as follows Resolution No. 1810 of August 31, 1964 (see the *Board of Trade Journal* of September 25, page 713).:

Tariff No.	Item
4165/7	Imitation jewellery, excluding glass beads. This item is hereby excluded from Annex III of Decree No. 448/64.
4165/7	Imitation jewellery, excluding glass stones and beads. This item is hereby included in Annex III of Decree No. 448/64.
4165/7	Glass stones and beads.

URUGUAY

Import surcharges

HM EMBASSY at Montevideo report the issue of a Uruguayan Government Decree which amends as follows the surcharges payable on imports of goods into Uruguay:

(1) the minimum surcharge of 20 per cent is increased to 30 per cent.

(2) the surcharges of 60, 100 and 150 per cent are replaced by surcharges of 90, 150 and 225 per cent respectively.

(3) a new surcharge of 60 per cent has been established (replacing the one in (2) above) which is aimed at maintaining the average prices settled upon for the following goods:

Fresh shellfish.
Chinese cinnamon.
Spices in general.
Nutmeg.
Pepper.
Time locks for vaults.
Motors for air conditioning units of more than ½ h.p.
Automatic oil burners and parts for same.
Musical wind instruments, concertinas, organs, harmoniums, vibraphones, percussion instruments excepting tambourines, castanets and drums their parts and accessories.
Propaganda/publicity films.
Antiseptic or disinfectant products.
Gelatine capsules for bottle stoppers.
Pharmaceutical specialities and patent medicines.
Neutral glass bottles and containers for injectable solutions.
Medicinal gelatine.
Serum and vaccines for human use.
Vaccines of the following kinds for the treatment of:
Foot-and-mouth disease (sub-cuttaneous or intra-dermic).
Bacteridian anthrax.
Brucellosis.
Symptomatic anthrax.
Gas gangrenes in sheep.
Fowl typhosis.
Calf pneumo-enteritis.
·22 bore firearms, parts and accessories.
Bullets and loaded cartridges up to 9 mm. centre fire.
Padlocks.
Runners for shutters.

(4) the following goods which had previously been exempt from surcharge by virtue of the provisions of Article 3 of the Uruguayan Government Decree of April 14, 1963 (see the *Board of Trade Journal* of May 3, 1963, pages 1044 and 1045) are no longer eligible for exemption:

Virgin film without perforations for 'Fornitura' micro-filming.
Spares and accessories for clocks in general (excepting the movement).
Pocket and wrist watches and similar type of watches specified in Sub-Group 38042/6 of the Bank of the Republic Code of Merchandise.
Ball point pens, their parts and accessories.
Fountain pens, their accessories and spares.
Pencils.
Mechanical pencils, their parts and accessories.
Aircraft (4).
Aviation material (4).

(5) the following goods have been added to the list of goods included in Article 3 of the Decree of April 14, 1963, which are exempt from the payment of surcharges:

Trays of moulded cellulose pulp for dried fruits and eggs.
Sheep shearing scissors and parts.
Agricultural machines and implements not discriminated elsewhere.
Shearing machines.
Hammer mills for agricultural use.
Windmills with wheel fans of 3·60 metres or more diameter.
Spares and parts for windmills with wheel fans of 3·60 metres or more diameter.
Flexible harrows chain type with links or tines.
Scientific and laboratory apparatus.
Medical and dental clinic apparatus and instruments.
Parts and accessories for medical apparatus and utensils.
X-ray apparatus.
Surgery articles, other than dental.
Parts and accessories for scientific and laboratory apparatus.
Parts and accessories for medical and dental clinics.
Parts and accessories for X-ray apparatus.
Clinical thermometers.
Laboratory utensils.
Projectors and reflectors for medical use.
Spare parts for self generating projectors and reflectors for medical use.
Gaskets and packing material.
Sporting shot guns, parts and accessories.
Round cotton wicks with asbestos interior linings and metal collars.
Poultry breeding implements and utensils.
Livestock and farm implements and utensils.
Synthetic and false stones and pearls (cultured and natural).
Materials for draftsmen, designers and painters.

Sewing machines for domestic use and their parts.
Gas operated refrigerating machines.
Industrial plants complete or part complete.
Bauxite.
Regenerated cellulose film ('Cellophane').
Insulating material of any type for electrical use and boilers except decorated laminated sheets or panelling (coating).
Mixtures of purely natural products or mixtures of purely natural products with chemical products, for industrial purposes, not listed elsewhere.
Chemical products mixtures for industry not listed elsewhere.
Paper for accounting machines, in reels 150/170 gmms. per square metre.
Printing inks.
Rubber gloves for medical and surgical purposes.
Any type of sterilized thread for surgical sutures.
Orthopedical appliances in general.
Medical bandage and gauze.
Double edged material with a width of between 40 and 56 cms for the manufacture of umbrellas.
Weather and wind proofing strips.
Spares for domestic sewing machines.

Goods carrying, or goods that may carry surcharges of 150 per cent or above shall in all cases bear a prior deposit of 200 per cent, as from the operative date of this Decree – November 24, 1964.

New regulations governing imports

THE BANK of the Republic of Uruguay have announced that in future exchange cover at the new operative (Ur. $18·70 to the United States dollar) rate will only be made available by the bank for those imports that carry either no surcharge or the minimum 30 per cent surcharge. Foreign exchange for all other imports will in future have to be bought on the parallel market.

Modifications to the Code of Merchandise

HM EMBASSY at Montevideo, Uruguay, report the following additions to the Uruguayan Code of Merchandise:

Sub-group	Commodity	Surcharge	C.I.F. price (average)
		%	(per kilo)
—	Refrigerating machines up to ½ h.p.	100	(a) Complete units U.S.$2·75:. (b) Motor compressors U.S.$1·80.
—	Components and spares for refrigerating machines up to ½ h.p.	100	(a) Components and spares U.S.$2.75. (b) Co.nponents and spares for motor compressors U.S.$1.80.

COLOMBIA

Import tariff and licence amendments

THE British Embassy in Bogota report that by an official resolution published on December 2, the Colombian authorities have transferred all goods on the free import list to the prior licence list for a period of ninety days. According to the preamble this is to ease transition to a new tariff which will come into effect soon. Any further information received will be published as soon as possible.

UNITED STATES

Amendments to Anti-dumping regulations

A NOTICE was published on page 1,033 of the *Board of Trade Journal* of May 8 announcing the United States Treasury Department's proposal to amend certain sections of Part 14 of the United States Customs Regulations relating to procedures under the United States Anti-dumping Act, 1921. Comments were invited, but these have not resulted in radical changes in the regulations the United States Treasury Department proposed.

Compared with the current regulations, the main changes comprise:

(1) All information entered in connection with an anti-dumping proceeding will be made available for inspection or copying by any interested person except that the Treasury, on the request of the person who submitted the information, may conclude on the basis of standards set forth in the regulations that the information shall be treated as confidential.

(2) The Treasury Department, at the request of any interested person, will be prepared to hear the arguments of either side in the presence of the other.

(3) In determining 'fair value', the Treasury Department will ordinarily make an allowance for a quantity discount only if it is actually enjoyed with respect to 20 per cent of the merchandise sold in the home market or in third country markets where applicable, or in the alternative, unless it is cost-justified. Ordinarily a six months' history of quantity discounts will be deemed to be a satisfactory basis for a quantity allowance.

(4) Withholding of appraisement of goods imported before the date of a withholding order will be eliminated except where the importer is defined as having a relationship with the exporter under Section 207 of the Anti-dumping Act.

(5) A warranty of non-applicability of dumping duties granted to an importer with respect to merchandise which is (a) purchased or agreed to be purchased prior to an order withholding apppraisement, and (b) exported before a finding that sales have been made below fair value, will not be regarded as affecting purchase price or exporter's sales price.

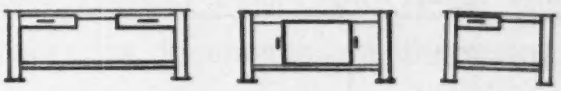
The amendments are expected to become effective, but not retroactively, on January 3, 1965. The provisions relating to confidentially of information, quantity discounts, the elimination of withholding of appraisement in certain circumstances ((4) above), and a provision relating to allowances for differences in merchandise will not apply to cases where the question of dumping was raised prior to January 3, 1965.

Further inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2420).

Investigations on safety pins and clinical thermometers

THE UNITED STATES Tariff Commission have instituted investigations, upon request of the President, in connection with the preparation of advice as to the probable economic effect on the domestic industries of reduction or termination of the increased duties imposed under the escape clause procedure on safety pins in 1957, and clinical thermometers in 1958. The items covered by these investigations are described

(*Continued on next page*)



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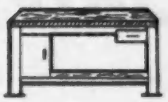

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UNITED STATES, *continued*

in items 943.10 and 930.00 of part 2A of the Appendix to the Tariff Schedules of the United States.

A public hearing in connection with the safety pins investigation will begin on February 2, 1965 at 10 a.m. and, in connection with the clinical thermometers investigation, on February 9, 1965 at 10 a.m. Both hearings will be held in the Hearing Room, Tariff Commission Building, 8th and E Streets, N.W. Washington, D.C. The Secretary of the Commission should be notified, in writing, at least three days before the hearing by any interested parties wishing to appear and to be heard.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2630).

THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS Ministerial Order No. D4/9076 of November 26, 1964 (*Nederlandse Staatscourant* No. 231 of November 26), contains an *addition* and an *amendment* (reproduced below) to the list of goods to be admitted free or at a reduced rate of import duty up to an annual quota specified against each item when imported from non-EEC countries.

Goods imported under the terms of this Order may *NOT* be re-exported from The Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated).

The order came into force from November 28, 1964.

ADDITION

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Reduced Import Duty (Per cent)	
		OLD (Prior to Jan. 1, 1964)	NEW (From Jan. 1, 1964)	OLD (Prior to Jan. 1, 1964)	NEW (From Jan. 1, 1964)
ex 29.22 B II	Tetraethylenepentamine . .	—	50	—	2

AMENDMENT

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Import Duty (Per cent	
		OLD (Prior to Nov. 28, 1964)	NEW (From Nov. 28, 1964)	OLD (Prior to Nov. 28, 1964)	NEW (From Nov. 28, 1964)
77.01 A	Unwrought magnesium . . .	140	160	Free	Free

A previous notice on The Netherlands Import Duty Tariff Quotas was published in the *Board of Trade Journal* on November 13, 1964, page 1089.

Hints to business men visiting the West Indies

A REVISED EDITION of the booklet covering Trinidad and Tobago, British Guiana, Barbados, Grenada, St. Vincent, St. Lucia, Dominica, Antigua, St. Christopher-Nevis-Anguilla, Montserrat and British Virgin Islands has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this area can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1, Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2653-6), and not to H.M. Stationery Office.*

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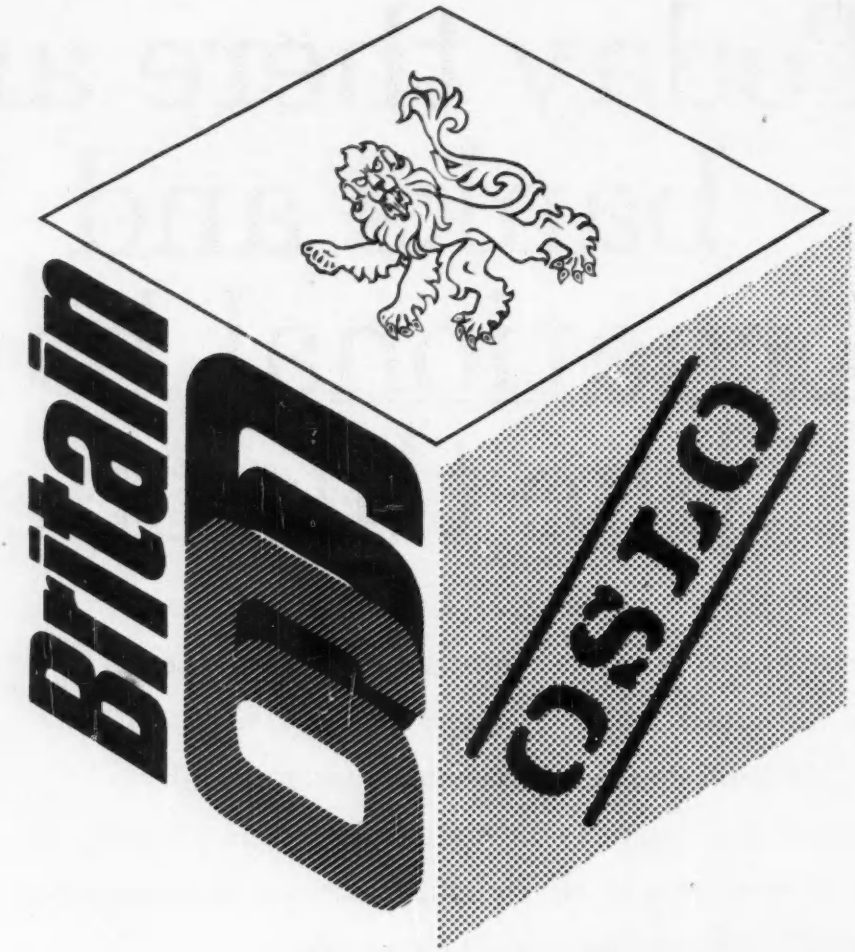

SELL MORE TO NORWAY

By the end of 1966 tariffs between EFTA countries on most industrial goods will have been abolished. Britain must make full use of this advantage over non-EFTA competitors. Norway's imports, per head of population, are among the highest in the world, and continue to rise. Britain is Norway's main supplier and her best customer. Business relations are cordial. But sales pressure from other nations is intensifying. To strengthen and develop Britain's stake in this virile market – and with the warm approval of the two Governments – a major British trade fair, retail store promotions and spectacular supporting events will be held in Oslo in Spring 1966, under the overall title of 'BRITAIN 66'. The trade fair will be devoted to industrial goods of all kinds needed by Norwegian industry, agriculture and public authorities and to consumer durables. 'BRITAIN 66' will be the biggest show ever staged in Norway by another nation.

Full details from the Organisers: **BRITISH OVERSEAS FAIRS LIMITED**

21 Tothill Street · London · SW1 · Tel: ABBey 6376 or c/o Federation of British Industries · Tollbugata 4, OSLO · Norway. Tel: 42 69 93

BRITAIN 66 OSLO

29 APRIL - 15 MAY 1966

Sponsored by Association of British Chambers of Commerce; British Employers' Confederation; Export Council for Europe; Federation of British Industries; National Association of British Manufacturers; Trades Union Congress.

Further liberalization of trade

THE SPANISH authorities have published a ninth list of liberalized goods which is published below.

Liberalized goods may be freely imported without licence provided that they originate in, and proceed from, the countries listed in the Annex below. Imports are to be made under a 'Declaration of Importation of Liberalized Goods', which the importer must make on official forms.

The liberalization of goods in this list comes into effect from the dates indicated against each item.

Ninth liberalization list

Tariff Heading	Description	Effective Date
17.01 A	Denatured sucrose	Immediately
23.06	Vegetable produce of a kind used for animal food n.e.s.	Immediately
28.12	Boric oxide and boric acid	Immediately
28.38 A 4	Aluminium sulphate	Immediately
Ex 28.43 A 1	Sodium cyanide	Immediately
28.46 A 1	Borax hydrate	Immediately
28.46 A 2	Borax anhydrous	Immediately
29.04 A 1	Methanol	July 1, 1965
Ex 29.11 A 1	Methanal	July 1, 1965
29.16 A 2	Lactic acid of a strength of more than 50%, its salts and esters	Immediately
29.25 A	Urea containing in the dry state more than 45% by weight of nitrogen	Immediately
Ex 29.26 C	Hexamethylenetetramine	July 1, 1965
Ex 30.02 A 2	Antisera, etc., put up for retail sale, except sera of immunised persons or animals and microbial vaccines	Immediately
Ex 30.02 B 2	Antisera, etc., in bulk form, except sera of immunised persons or animals and microbial vaccines	Immediately
Ex 30.03 A 2	Medicaments made from plants, put up for retail sale	Immediately
31.02 H	Urea containing not more than 45% of nitrogen	Immediately
31.03 E	Concentrated superphosphates (double or triple)	Immediately
31.03 F	Other phosphatic fertilizers mentioned in paragraphs (B) and (C) of Note 2 of this Chapter	Immediately
31.05 A	Ammonium phosphates containing not less than 6 milligrams of arsenic per kg.	Immediately
31.05 B	Composite and complex fertilizers	Immediately
31.05 C	Goods of the present Chapter put up in tablets, lozenges or similar prepared forms or in packings of a gross weight not exceeding 10 kg.	Immediately
31.05 D	Other fertilizers, n.e.s.	Immediately
Ex 39.02 D	Polyvinylidene chloride in the form of liquid, flakes, chips, powder and paste	Immediately
Ex 39.02 H 1	Polyvinyl butyral and polyvinyl formal	Immediately
39.05 A	Natural resins modified by fusion and artificial resins obtained by esterification of natural resins or of resinic acids	Immediately
39.05 B	Chemical derivatives of natural rubber	Immediately
39.06	Other high polymers, artificial resins and artificial plastic materials, including alginic acid, its salts and esters; linoxyn	Immediately
51.01 B	Yarn of viscose rayon and of cuprammonium rayon (cupra), not put up for retail sale	Immediately
51.01 C	Yarn of acetate rayon and of other continuous artificial fibres, not put up for retail sale	Immediately
51.02 B	Monofil of viscose rayon and of cuprammonium rayon (cupra)	Immediately
51.02 C	Monofil of acetate rayon and of other continuous artificial fibres	Immediately
51.03 B	Yarn of viscose rayon and of cupra, put up for retail sale	Immediately
51.03 C	Yarn of acetate rayon and of other continuous artificial fibres, put up for retail sale	Immediately
51.04 B	Woven fabrics of viscose rayon and of cupra	February 1, 1965
51.04 C	Woven fabrics of acetate rayon and of other continuous artificial fibres	February 1, 1965
54.01	Flax, raw or processed but not spun; flax tow and waste (including pulled or garnetted rags)	March 1, 1965
54.02	Ramie, raw or processed but not spun; ramie noils and waste (including pulled or garnetted rags)	Immediately
54.03	Flax or ramie yarn, not put up for retail sale	May 1, 1965
54.04	Flax or ramie yarn, put up for retail sale	May 1, 1965
54.05	Woven fabrics of flax or of ramie	July 1, 1965
56.01 B	Discontinuous artificial fibres	Immediately
56.02 B	Continuous filament tow for the manufacture of artificial fibres	Immediately
56.03 B	Waste of artificial fibres (continuous or discontinuous)	Immediately
56.04 B	Artificial fibres (discontinuous or waste), carded, combed or otherwise prepared for spinning	Immediately
56.05 B	Yarn of artificial fibres (discontinuous or waste), not put up for retail sale	February 1, 1965
56.06 B	Yarn of artificial fibres (discontinuous or waste), put up for retail sale	February 1, 1965
56.07 B	Woven fabrics of discontinuous artificial fibres	May 1, 1965
Ex 57.03 A	Jute, raw or retted, except cuttings	Immediately
58.04 C	Woven pile fabrics and chenille fabrics of artificial fibres	July 1, 1965
58.05 B	Narrow fabrics of artificial fibres	July 1, 1965
60.01 D	Knitted or crocheted fabric, not elastic nor rubberised, of artificial fibres	July 1, 1965
Ex 60.03 A 2	Stockings, pokie socks and sockettes of other textile materials (except cotton)	July 1, 1965
60.03 B 3	Socks and sports stockings of other textile materials	July 1, 1965
60.04 D	Under garments, knitted or crocheted, not elastic nor rubberised, of artificial fibres	July 1, 1965
60.05 D	Outer garments and other articles, knitted or crocheted, not elastic nor rubberised, of artificial fibres	July 1, 1965
61.01 B	Men's and boys' outer garments, of wool	Immediately
61.01 C	Men's and boys' outer garments, of artificial fibres	July 1, 1965
61.02 B	Women's, girls' and infants' outer garments of wool	Immediately
61.02 C	Women's, girls' and infants' outer garments, of artificial fibres	July 1, 1965
61.03 B	Men's and boys' under garments, of artificial fibres	July 1, 1965
61.04 C	Women's, girls' and infants' under garments of artificial fibres	July 1, 1965
61.06	Shawls, scarves, mufflers, mantillas, veils and the like	March 1, 1965
61.08	Collars, tuckers, fallals, bodice-fronts, jabots, cuffs, etc.	March 1, 1965
61.10 B	Gloves, mittens, stockings, socks, etc., not knitted nor crocheted, of artificial fibres	July 1, 1965
71.03 B	Synthetic or reconstructed precious or semi-precious stone, cut or otherwise worked, but not mounted, set or strung	Immediately
73.18 B	Tubes and pipes and blanks therefor, other than seamless, of iron (other than cast iron) or steel, excluding hydro-electric conduits	Immediately
73.19	High pressure hydroelectric conduits of steel	Immediately
73.21 A	Hermetically sealed silos with metal walls, glazed, continuous feed and discharge type for the preservation and transformation of agricultural produce intended for feeding cattle	Immediately
Ex 73.23	Boxes and other containers of sheet steel used for commercial packaging, finished for direct use and not folded (with a capacity of $\frac{1}{2}$ to 10 litres incl.)	Immediately
Ex 73.27	Gauze, cloth, grill, netting, etc., of stainless steel	Immediately
73.29 A	Roller and precision chain	March 1, 1965
Ex 73.38 A	Bathtubs, showers, etc., of cast iron	Immediately
Ex 73.38 C	Bathtubs, showers, etc., of enamelled steel sheet	Immediately
81.04 H 1	Niobium, unwrought, of nuclear quality	Immediately
81.04 I 1	Zirconium, unwrought, of nuclear quality	Immediately
84.41 B	Sewing machine needles	Immediately
84.52 E 1	Postage-franking machines	Immediately
84.52 E 2	Other calculating machines, n.e.s.	Immediately
85.04	Electric accumulators	Immediately
Ex 85.24	Articles of carbon or graphite except carbon parts for cinematograph projection	Immediately
87.01 B 1	Track-laying tractors, with a cylinder capacity of 6,000 c.c. or less	Immediately
92.11 A	Automatic record players actuated directly or indirectly by counters or coins	Immediately
92.11 B	Recording apparatus for flexible records	Immediately
92.12 A	Gramophone records, etc., prepared but not recorded (wax recordings, discs, tapes, wires, etc.)	March 1, 1965
92.12 B 1	Gramophone records, etc., recorded (wax recordings, discs, matrices and other intermediate forms)	Immediately
Ex 96.01	Brooms and brushes, of materials (other than artificial plastic materials) merely bound together, with or without handle	Immediately
Ex 96.02	Other brooms and brushes (including brushes of a kind used as parts of machines); paint rollers, etc., except those made of artificial plastic materials	Immediately
Ex 96.03	Prepared knots and tufts for broom or brush making, except those made of artificial plastic materials	Immediately
Ex 96.04	Feather dusters, except those made of artificial plastic materials	Immediately
Ex 96.05	Powder puffs, etc., except those made of artificial plastic materials	Immediately
Ex 96.06	Hand sieves and hand riddles, except those made of artificial plastic materials	Immediately
98.01 A 1	Press fasteners, including blanks, moulds and parts	Immediately
98.05 C	Slate pencils, etc.	Immediately
98.14	Scent and similar sprays of a kind used for toilet purposes, and mounts and heads therefor	Immediately
98.15	Vacuum flasks and other vacuum vessels, complete with cases; parts thereof, other than glass inners	Immediately
98.16	Tailors' dummies and other lay figures; automata and other animated displays of a kind used for shop window dressing	Immediately

Annex

Countries to which the system of liberalization applies:

(a) Member countries of the OECD and their overseas territories

(b) Other countries:

Argentina	India	Peru
Australia	Iraq	Sierra Leone
Brazil	Jordan	South Africa
Burma	Liberia	South Vietnam
Ceylon	Libya	Southern Rhodesia
Cyprus	Malawi	Tanzania
Dominican Republic	Malaysia	Thailand
Ecuador	New Zealand	Trinidad and Tobago
Ghana	Nicaragua	Tunisia
Guatemala	Nigeria	Venezuela
Haiti	Pakistan	Zambia
Honduras	Panama	

Home taxation compensation duty

UNDER RECENT Spanish taxation reform legislation the fiscal tax (derecho fiscal) is to be replaced by a new tax to be known as the 'impuesto de compensacion de gravamenes interiores' (home taxation compensation duty). The new duty, like the old fiscal tax, will be levied on the duty paid value of imported goods.

The rates of the Home Taxation Compensation Duty were published in the *State Gazette* of November 23 and came into force on November 26. Information about the rates of duty on specific items may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460 or 462).

(Continued on next page)

SPAIN, *continued*

General reduction in import duty

BY A DECREE published in the *State Gazette* of November 23, the Spanish authorities announced that, in order to maintain economic stability, there would be a temporary reduction in the majority of import duties. These reductions cover a very wide field and are too extensive to publish in detail. However information about the current rates of duty on specific items may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462.)

The Spanish authorities emphasize that the reductions are of a temporary nature and that they will revert to the definitive rates of duty as soon as economic circumstances permit.

ITALY

Increase in General Turnover Tax and Compensation Tax

THE ITALIAN GOVERNMENT have now passed legislation increasing by 20 per cent all round the rates of General Turnover Tax and the Corresponding Compensation Tax on Imports. The law in question, No. 1162, replaces an earlier decree-Law passed on August 31, 1964 but which did not receive the approval of the Senate (see *Board of Trade Journal* Notice on September 26, page 703 and October 9, 1964 page 831).

Law No. 1162 came into force on November 18 and will remain in force for 3 years. The increased rates however apply also to all transactions, whether imports or otherwise, which took place while the decree-Law was in force, i.e. to the period between August 31 and September 24. Compensation Tax paid at the higher rate during this period will therefore not be refunded.

The following categories of goods are exempted from the increase: dairy products, dried vegetables, fruit and vegetables on those preserved in brine; fish; eggs; poultry and rabbits; sugar; meat; rice; wine and vinegar; fertilizers and insecticides; seeds, forage and fodder; agricultural machinery; and motor spirit.

For cement and agglomerates, the respective rates are increased by 10 per cent only.

Inquiries concerning this notice should be made to Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4.

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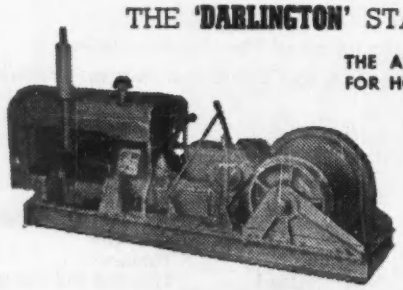

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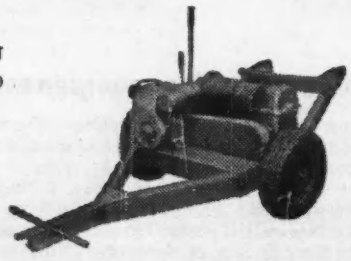

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Tariff changes on petroleum products

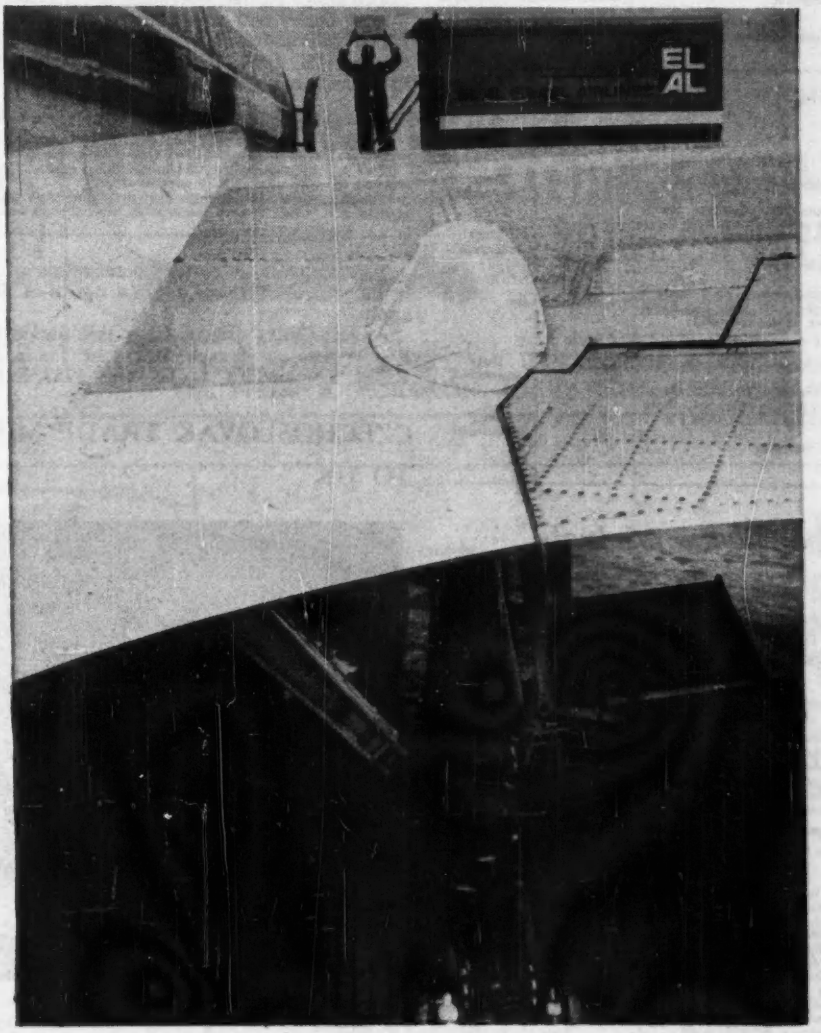
ITALY, in Decree-Law 988 published on October 27, 1964, implemented two Decisions of the EEC Council on duties applicable to petroleum products.

The full text of these Decisions was given in the *Board of Trade Journal* for June 12, 1964, pages 1310 to 1313.

The following are the Italian tariff rates applicable to non-EEC countries – imports from EEC countries are exempt from duty. In many cases temporary suspended or reduced rates are in force, and these are also shown below.

Tariff Heading	Description	Rate of Duty	
		General	Suspended/ Reduced Temporary Rate
27.10	Petroleum and shale oil, other than crude, preparations not elsewhere specified or included, containing not less than 70% by weight of petroleum or shale oil, these oils being the basic constituents of the preparations:		
	A. Light oils:		
	I. Destined to undergo a 'defined process'7.	14	Duty suspended
	II. Destined to undergo chemical transformation by a process other than those defined for sub-heading 27.10 A I	14	Duty suspended
	III. Destined for other uses:		
	a. Special spirit:		
	1. White spirit	14	6%
	2. Other		
	b. Not specified		
	B. Medium oils:		
	I. Destined to undergo a 'defined process'	14	Duty suspended
	II. Destined to undergo chemical transformation by a process other than those defined for sub-heading 27.10 B I	14	Duty suspended
	III. Destined for other uses:		
	a. Kerosene:		
	1. Destined for the production of light sources for fishing boats	Exempt	—
	2. Other	14	6%
	b. Not specified	14	6%
	C. Heavy oils:		
	I. Gas oil:		
	a. Destined to undergo a 'defined process'	10	Duty suspended
	b. Destined to undergo chemical transformation by a process other than those defined for sub-heading 27.10 C I a	10	Duty suspended
	c. Destined for other uses:		
	1. For use directly as fuel:		
	aa Destined for consumption by merchant ships in Italian ports	Exempt	—
	bb Other	10	3·50%
	2. Not specified	10	3·50%
	II. Fuel oils:		
	a. Destined to undergo a 'defined process'	10	Duty suspended
	b. Destined to undergo chemical transformation by a process other than those defined for sub-heading 27.10 C II a	10	Duty suspended
	c. Destined for other uses:		
	1. For use directly as fuel:		
	aa. Destined for consumption by merchant ships in Italian ports	Exempt	—
	bb. Other	10	3·50%
	2. Not specified	10	3·50%
	III. Lubricating and other oils:		
	a. Destined to undergo a 'defined process'	12	Duty suspended
	b. Destined to undergo chemical transformation by a process other than those defined for sub-heading 27.10 C III a	12	Duty suspended
	c. Destined to undergo a process other than those defined for sub-headings 27.10 C III a and b	12	4%
	d. Destined for other uses	12	7%
27.11	Petroleum gases and other gaseous hydrocarbons:		
	A. Commercial butane and propane:		
	I. Destined to undergo a 'defined process'	3·50	Duty suspended
	II. Destined to undergo chemical transformation by a process other than those defined for sub-heading 27.11 A I a	3·50	Duty suspended
	III. Destined for other uses	3·50	—

(*Continued on page* 1310)



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EL AL
ISRAEL AIRLINES

ITALY, *continued*

Tariff Heading	Description	Rate of Duty	
		General	Suspended/ Reduced Temporary Rate
	B. Other:		
	I. In the gaseous state	3·50	Duty suspended
	II. Not specified	3·50	Duty suspended
27.12	Petroleum jelly:		
	A. Crude:		
	I. Destined to undergo a 'defined process'	2·50	Duty suspended
	II. Destined to undergo chemical transformation by a process other than those defined for sub-heading 27.12 A I	2·50	Duty suspended
	III. Destined for other uses	2·50	—
	B. Other	10	—
27.13	Paraffin wax, micro-crystalline wax, slack wax, ozokerite, lignite wax, peat wax and other mineral wax, whether or not coloured:		
	B. Other:		
	I. Crude:		
	a. Destined to undergo a 'defined process"	2·50	Duty suspended
	b. Destined to undergo chemical transformation by a process other than those defined for sub-heading 27.13 B I a	2·50	Duty suspended
	c. Destined for other uses	2·50	—
	II. Other	10	—

Turnover tax on petroleum products *

FOLLOWING THE ABOVE CHANGES in the tariff sub-headings for petroleum products, a Decree was published on October 31 modifying Decree of December 19, 1963 (see *Board of Trade Journal* for February 7, 1964 page 314) in respect of the General Turnover Tax levied 'once only' on certain petroleum products. The rates listed below are valid until December 31, 1964.

		Rate %
ex 27.09 C and E	Crude petroleum and shale oil	7·7
	Crude petroleum and shale oil for direct use in boilers and furnaces	4·0
	Light oils and preparations thereof:	
27.10 A III a 1	White spirit	7·7
a 2, b	Petroleum spirit including special petroleum spirit	4·2
	Medium oils and preparations thereof:	
27.10 B III a 2	Kerosene (paraffin oil), other than for domestic heating	7·7
B III b	Kerosene for direct use in domestic heating installations	6·0
	Heavy oils and preparations thereof:	
27.10 C I c	Gas oil	7·7
C II c	Fuel oils other than for use in boilers and furnaces	7·7
	Fuel oils for direct use in boilers and furnaces	4·0
C III c and d	Lubricating oils	7·0
27.12 A III	Crude petroleum jelly	7·0
27.13 B I e, ex B II	Paraffin wax	4·0
ex 38.14 B I a, II a	Additives containing lubricating oils	7·0
	Unrefined mineral oils derived from primary distillation of crude natural petroleum oil	4·0
	When the products listed above are intended for consumption in refineries, coastal plants or chemical plants for further processing, the rate is	1·0

Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, Room E11, 35, Old Bailey, E.C.4. (Tel. City 5757, Ext. 450).

* The rates shown except for petroleum spirit and fuel oils used for transport (2710 A III a 2 and 2710 C I c) are from November 18 increased by 20 per cent.

BELGIUM

Additives in foodstuffs

A BELGIAN Ministerial Order of October 28, 1964 (*Moniteur Belge* No. 226 of November 24, 1964), contains a list of additives authorized in the foodstuffs trade.

The text of the above-mentioned Ministerial Order (in French) may be seen at the Export Services Branch (Tariff Section), Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479).

AUSTRIA

Liberalization of trade

THE *Board of Trade Journal* published on October 23, 1964, a notice about further liberalization of Austrian trade and changes in import duties and equalization tax.

The *Internationale Wirtschaft* of October 16 states that from October 26, 1964, the following items will be deleted from the liberalization timetable:

Tariff	Description of Goods
28.17 A 1	Sodium hydroxide (caustic soda), solid.
ex 85.04 A	Accumulators, if not liberalized.
85.04 B 1	Separator tapes for electric accumulators (secondary cells).
ex 96.02 A 2	Other brooms and brushes, other than of base metals.

The proposed dates for liberalization of the above items set out in the *Board of Trade Journal* notice of October 23 will *not* now apply.

Any inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 458, 459, 461).

CZECHOSLOVAK TRADE MISSION TO UK

The Leader of the Czechoslovak Trade Mission which visited Britain at the invitation of the London Chamber of Commerce, Mr. J. Horn, President of the Czechoslovak Chamber of Commerce, is seen addressing a Press conference which the Mission gave at the end of its week long trade tour of the UK. (From left to right): Mr. L. Silhavy, Czechoslovak Commercial Counsellor in London, Mr. J. Hanzlik, Secretary to the Mission, Mr. J. Horn, Leader, Mr. J. N. Cooper, Deputy Chairman, Czechoslovak Section, London Chamber of Commerce, and Mr. J. Beck, Head of Eastern European Department. London Chamber of Commerce.

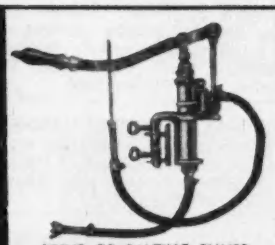
EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch (Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page vi of April 24 issue.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



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Made of BRASS, nickel plated with galvanised lever and sling.
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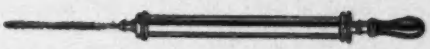

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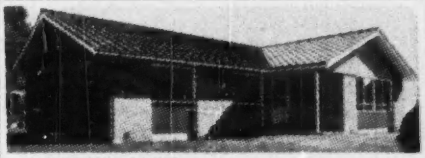

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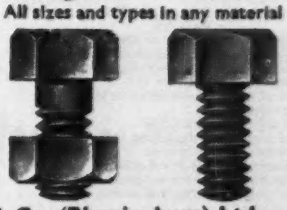

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Orders for advertisements in this section should be addressed to H.M. Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

TRANSLATIONS, TRANSLATIONS! *Technical* Translations particularly. TRANSLAGENCY (All Languages) LTD., Imperial Court, Basil St., Knightsbridge, London, S.W.3. KNIghtsbridge 8671. Telex 261376.

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WEBBING FOR SALE – 100,000 yards of Green, 1in. wide, Single Ply, and 100,000 yards of Green, 1in. wide, Double Ply, and all other widths. Box No. S6024, *Board of Trade Journal*, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	10 July 1964
Business names registered (A)	7 Feb. 1964
Capital expenditure:	
By industry – provisional (Q)	This week
– final (Q)	9 Oct. 1964
Distributive and service trades (A)	27 Dec. 1963
Expected capital expenditure (6-M)	16 Oct. 1964
Cars and commercial vehicles (M)	27 Nov. 1964
Catering trades turnover (M)	20 Nov. 1964
Chemical industries production (6-M)	30 Oct. 1964
Companies:	
Income and finance (Q)	6 Nov. 1964
New companies registered (M)	27 Nov. 1964
Property companies (A)	6 Nov. 1964
Engineering and electrical goods:	
Deliveries of certain products (Q)	25 Sept. 1964
Production, exports and orders (M)	27 Nov. 1964
Film industry:	
British film fund agency returns (M)	20 Nov. 1964
Cinema admissions and takings (M)	20 Nov. 1964
Overseas payments and earnings (A)	25 Sept. 1964
Registrations of films (A)	28 Feb. 1964
Trends in film-going (A)	25 Sept. 1964
Food consumption levels (A)	2 Oct. 1964
Foreign trade:	
Commonwealth trade (A)	30 Oct. 1964
Sterling area trade summary (Q)	6 Nov. 1964
Trends in exports of manufactures (A)	27 Nov. 1964
World trade and production (Q)	4 Dec. 1964
Foreign trade of the U.K.:	
Trade by air (6-M)	13 Nov. 1964
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	27 Nov. 1964
Gold and dollar reserves (M)	This week
Hire purchase:	
Assets and liabilities of HP companies (Q)	20 Nov. 1964
Business (M)	This week
Industrial building:	
Provisional figures (Q)	30 Oct. 1964
Industrial production:	
Census, first results (A)	27 Dec. 1963
Index nos. (M)	27 Nov. 1964
N. Ireland index (M)	4 Dec. 1964
Insurance companies:	
Assets (A)	26 June 1964
Transactions (Q)	11 Sept. 1964
Investments and earnings overseas (6-M)	7 Aug. 1964
Pension funds:	
Assets (A)	10 July 1964
Transactions (Q)	27 Nov. 1964
Retail prices index (M)	27 Nov. 1964
Retail trade:	
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N. Ireland index (M)	27 Nov. 1964
Shipping movement at UK ports (Q)	18 Sept. 1964
Stocks:	
Manufacturers and distributors (Q)	This week
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Textiles:	
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Wool and cotton output (M)	20 Nov. 1964
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UK tourist traffic (M)	20 Nov. 1964
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1964
Index nos. (M)	13 Nov. 1964

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	28 Feb. 1964
Board of Trade Regional Organization	23 Oct. 1964
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	25 Sept. 1964
British Commercial Representatives Overseas	6 Nov. 1964
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	4 Dec. 1964
Official Receivers' Offices	24 July 1964
United States Consular Offices in the UK	14 Aug. 1964

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
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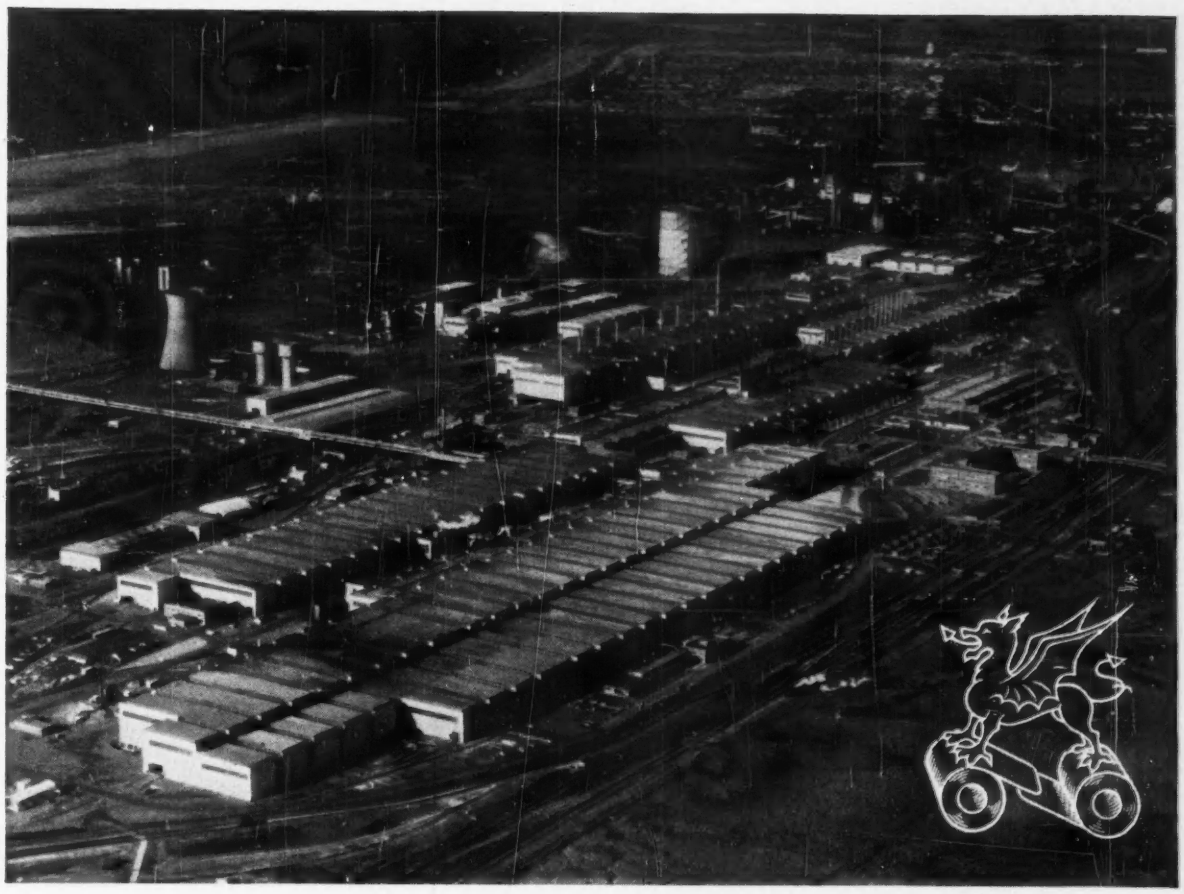
THE CITY OF STEEL SELLS TO THE WORLD



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